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Shippers' Supplies and Equipment..... 39
Shippers' Service Section..... 45
Index to General Advertisers..... 88

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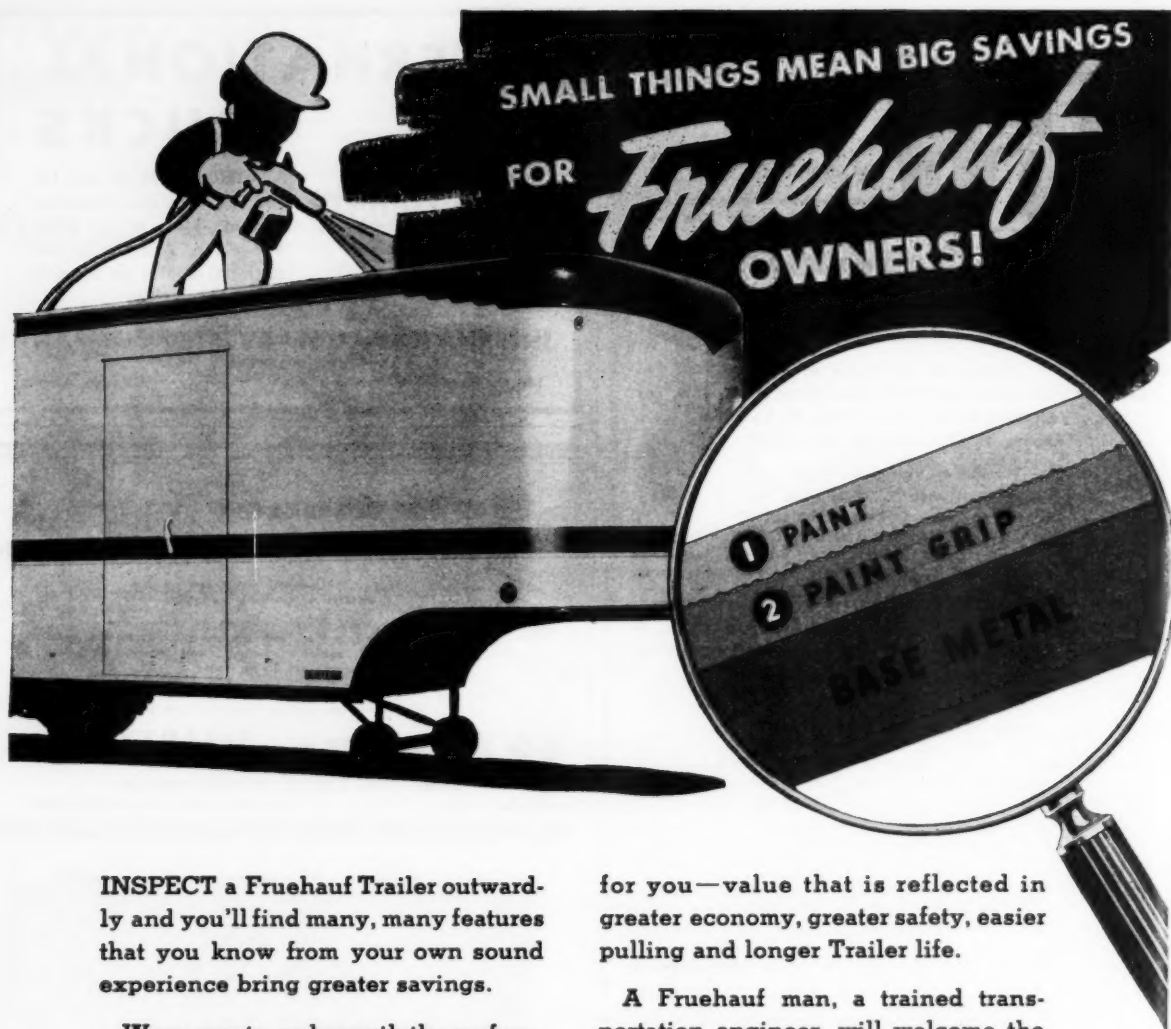
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The WAR at Home

(An Editorial)

APPALLING as the situation is in Europe and the general desire that it will end and never touch our shores, the one big question mark is, what if it should? Are we prepared to adequately defend ourselves in the light of modern warfare and what about the industrial and financial condition of the United States to carry on during such a struggle?

The proceedings of the Chamber of Commerce of the United States are highlighted in this issue simply to reveal flaws in our economic structure and in our laws that should make us realize that a "war" is on here also to make this a better America, so economically strong that no "ism" will stand a chance of securing a foothold.

The policy of defeatism, a conclusion to be drawn by the Government's desire to strangle private initiative through severe rules and regulations, the tax situation, spending orgy, unemployment, and investment limitations, all lead eventually to the expansion of political controls and, eventually, to the adoption of totalitarian methods in directing the productive activities of industry.

What of the \$58,000,000,000 spent by our Government? Was it wise or necessary? In the light of conditions today, the judgment must be that it was spent wastefully and in an irresponsible way. And because of this, industry and the people gainfully employed by it, have footed the bill.

"Build America," the theme of the Chamber convention, is a challenge to every patriotic American to keep and preserve this Nation not only free from the introduction of foreign ideas but from an industrial breakdown that will assuredly accomplish the very thing we fear.

The heroic stand now being taken by industry to offset the inroads of an unfriendly Government will some day be appreciated. In times of war or even during preparations for defense, such as we are now undergoing, industry and transportation are very important. Their contributions during such emergencies often bring about new developments industrially that add materially to the welfare of the country. In this regard, we have but to hark back to the World War and its development of the present motor transport industry. In this case, as it always will be, industry gets the credit.

The present war and our defense preparation is again calling upon industry, particularly the airplane manufacturers, to help out. Over \$1,000,000,000 will be spent for warplanes; the skies will literally be swarming with them. And from then on, as in the case of motor trucks when the World War came to an end, we shall witness the ushering in of a new large-scale cargo transportation system.

That practical freight service by air is already beyond the visionary stage is disclosed in the plans of the American Airlines, appearing elsewhere in this issue. Planes, hauling 10 tons are planned now. But what of the future? Those in charge of distribution must from now on be ever alert to the developments that are going to take place.

Drake Takes Long-Term Lease of Lackawanna Terminal

One of the biggest warehouse deals of the year and under negotiation since last December has just been consummated by Albert B. Drake, president of the Lehigh Warehouse and Transportation Co., Inc., Newark, N. J., and for more than 20 yrs. active in warehousing and distribution circles. On June 1, Mr. Drake took over the operation of the Jersey City property owned by the D. L. & W. Railroad and operated by the Lackawanna Terminal Warehouses, Inc., since 1929.

This property, having an area of over 1,000,000 sq. ft., will be operated by Mr. Drake as an independent



A. B. Drake
Pres.

project in conjunction with his present warehouse and trucking activities in Newark, Elizabeth, N. J., New York City and Brooklyn. He takes over the business heretofore handled by the Lackawanna Terminal Warehouse, Inc.

A new company has been formed, namely, the Lackawanna Warehouse Co., Inc. J. Ley Cooke, for 10 yrs. connected with the Harborside Warehouse Co., Jersey City, has been made vice-president and manager of operations. Mr. Drake is president.

Just about one year ago, the Lehigh Warehouse & Transportation Co., Inc., leased the Austin Nichols Co. building in Brooklyn, adding thereby some 500,000 sq. ft. in space. With the lease of the Lackawanna Terminal, the total area of all the properties reaches a little over 2,800,000 sq. ft.

Phila. Export Trade Menaced by Nazis

Nazi Germany's lightning invasion of Holland and Belgium has jeopardized more than a tenth of Philadelphia's export trade, it is shown by figures of the Port of Philadelphia. More than \$10,000,000 worth of goods, or approximately 11 per cent of export merchandise that passed through the port in 1939, went to the 2 invaded countries.

The Netherlands was the fourth best customer of Philadelphia, and took \$7,230,000 worth of goods, while Belgium, the seventh best customer, took \$3,270,000 worth. Their colonies bought \$595,000 worth of goods from Philadelphia. The exports were largely in gasoline, oils and greases, scrap iron, automotive products, animal hair, linseed meal and chemicals. Imports to Philadelphia from the 2 countries during 1939 amounted to \$4,000,000, approximately. The sudden loss of these markets will prove serious to the city's commerce, foreign trade interests have agreed.

Only 2 Dutch ships were in the Port of Philadelphia on May 10—the Bacchus and the Haulerwyck. No one could say what will become of them with the sudden change in the situation abroad.—*Lansing.*

American Chain Adds 3 New Members

The American Chain of Warehouses, Inc., announces 3 new members, as follows: Manufacturers Warehouse, Boston; New Bedford Storage Warehouse Co., New Bedford, Mass.; and Durham Public Warehouses, Inc., Durham, N. C.

Gale's Transfer Joins A.W.I.

Associated Warehouses, Inc., announces the membership of Gale's Transfer & Storage Co., Des Moines, Iowa.

Associated Warehouses, Inc., has just published a directory of its member warehouses. Copies may be obtained at the New York office, 52 Vanderbilt Ave., or at the Chicago office, 230 No. Canal St.

Anchor Opens Commerce Mart Mainly for Leasing

The Anchor Storage Co., Chicago, has opened the Commerce Mart, located at 251-315 East Grand Ave. This building will be devoted largely to space rentals. Such warehousing as is done there will be by the Anchor company, of which Sidney A. Smith is president.

Three leases have been signed, namely: Abnate Coffee Co. for 15,000 sq. ft.; Julius Loeser & Co. for



S. A. Smith
Pres.

13,500 sq. ft.; and the Chicago Sound Systems Co. for 2,500 sq. ft.

The building, which is located halfway between Michigan Avenue and the Outer Drive, is being equipped with a new passenger elevator. It has 4 large, fast freight elevators. The building is also served by the Chicago Tunnel Co. and has a 10-car private switch on the C. & N. W.

The floors have an area of 26,500 ft. and are divided in the center by a fire wall. Floor heights are approximately 10 ft. on each floor. Floor load capacity is 280 lbs. per square foot on each floor.

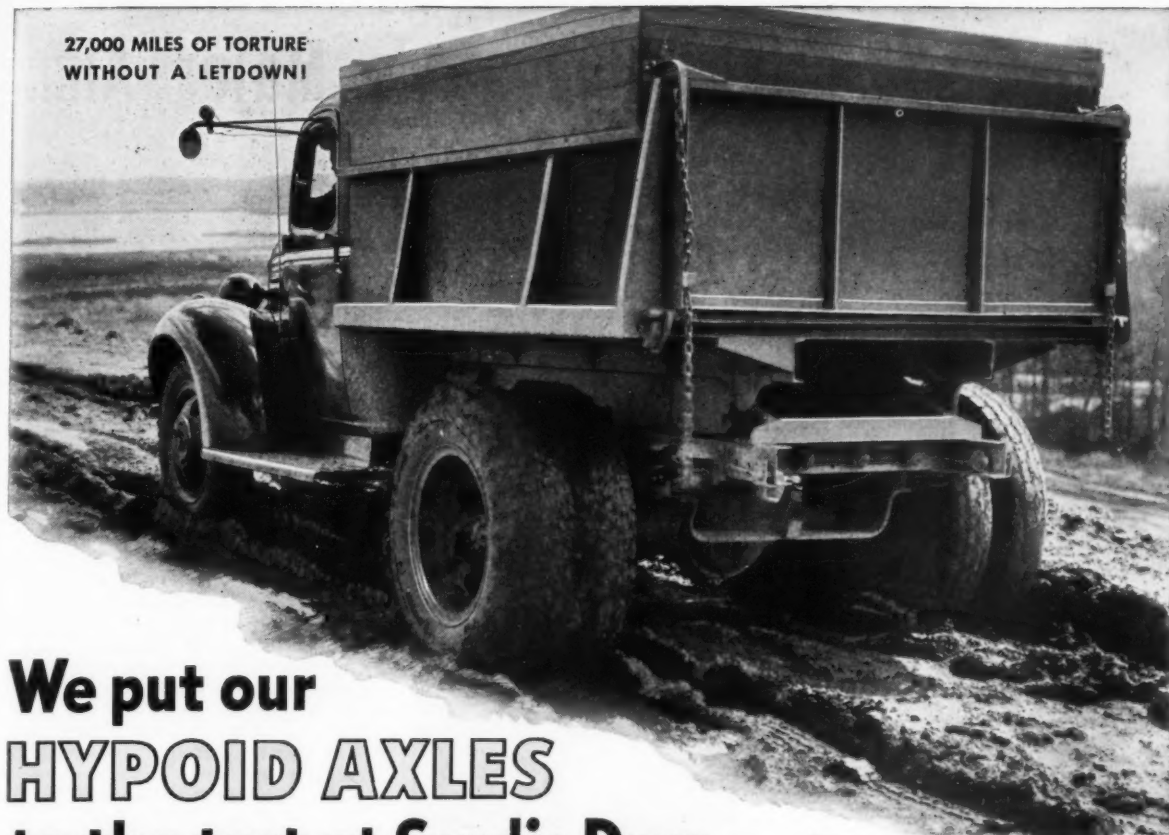
Loading space for motor trucks is ample on the first floor courts. This space is supplemented by additional truck space at the rear of the building.

No Government Operation of Railroads if War Occurs

With a declaration that, in the event of war, the nation's whole industrial mobilization program will be

(Concluded on page 44)

27,000 MILES OF TORTURE
WITHOUT A LETDOWN!



We put our HYPOID AXLES to the test at Sardis Dam .. *and look what happened!*

Down in Mississippi, at the Sardis Dam, Chevrolet found a truck proving ground that was death on rear axles. Millions of yards of gravel had to be moved, and moved fast. Trucks were carrying six-ton loads over a rutted road, up a quarter-mile 24 per cent grade.

No truck can take that kind of punishment indefinitely—and rear axles suffered a high mortality.

Chevrolet engineers eagerly accepted the challenge. They yanked the bevel gear axles out of two 1939 Heavy Duty trucks, and installed Chevrolet's new 1940 hypoid-gear rear axles.

What happened? Conventional axles were having trouble on an average of every 7,725 miles—but these 1940 hypoids did 27,000 miles without a failure. That was proof enough for our engineers. They brought those axles to Detroit, and found them still good for more thousands of miles.

Few trucks have to take such a beating as these two Chevrolet trucks took. But Chevrolet engineering demands that its trucks shall have extraordinary reserve strength. So—today—all new 1940 Chevrolet trucks have this vastly stronger, more efficient, and longer-lived rear axle. Hypoid means low costs.



From the gravel pit to Sardis Dam are ten miles of rough going and steep grades. Here Chevrolet's 1940 hypoid-gear rear axles proved their superiority over spiral-bevel-gear axles.



LEFT—NEW
HYPOID PINION



RIGHT—CONVENTIONAL
SPIRAL BEVEL PINION

These two drive pinions fit the same size ring gear—yet the hypoid pinion is 53.6% heavier, and has 37% greater tooth contact and 20% lower tooth pressure.

CHEVROLET MOTOR DIVISION, General Motors Sales Corporation, DETROIT, MICH.

CHEVROLET TRUCKS

"Build America," Industry's Major Aim

28th Annual Convention of Chamber of Commerce of the United States Asks for Aggressive Leadership to Overcome Economic Difficulties

INDUSTRY will this year adopt a most aggressive policy to bring about economy in government, restore teamwork between employers and employees, find jobs for those who are willing to work, free private enterprise from the repression of government competition, and among other things promote the development of new business frontiers for the production of things created by science.

The 1,800 who attended the 28th annual convention of the Chamber of Commerce of the United States at Washington, D. C., April 29 to May 2, represented a cross-section of the leaders in industry who today are faced with the same problems that they have been combating for some time, namely, government's unwillingness to permit the economic machinery to function so that general prosperity may prevail in this country.

The theme of the convention was "Build America." The program, one of the best the Chamber has had, left nothing to be desired in the development of discussion subjects, designed to carry out the main purpose of the theme.

In regard to conditions in Europe and China, the convention was told that the United States may play a decisive role in post-war reorganization of world economy on an international basis. Tomorrow's economic policy must be more than ever directed toward the raising of the standard of life of the masses. New markets must be opened so that all nations can economically prosper. Otherwise, wars will continue with no chance for peace and material progress.

Opening the meeting, W. Gibson Carey, Jr., president of the Chamber and also head of the Yale & Towne Mfg. Co., emphasized the need of aggressive and discriminating leadership to overcome the economic difficulties now confronting the United States. Taking as his main text what he characterized as the third crisis in American history, Mr. Carey asked the nation to approach it coolly, factually and logically.

"The 3 main points which I think



W. Gibson Carey, Jr.

it is absolutely necessary for me to make," he stated, "are these:

"1—This is unquestionably a most serious crisis.

"2—It can be solved.

"3—It is our duty, together with other citizens of good intention in all walks of life, to forge the solution."

The situation in the United States today, Mr. Carey said, cannot be disassociated either from the World War or from international affairs.

"In our generation," he explained, "this earth is, in effect, a smaller place due to the growing speed and effectiveness of transportation and communication. By every rule of reason this should be accompanied by a more active trade and a close relationship and understanding among peoples. But war, the breeder of intense nationalism, tends to offset this evident and proper destiny."

Relatively, Mr. Carey declared, the present situation in the United States is good indeed.

"I, for one," he said, "would not change our position for that of any nation on earth. However, it is but fair to add that we have mismanaged for nearly a decade our abundant resources."

Mr. Carey turned to the possibilities of solving the nation's economic difficulties.

"My conviction," said he, "is that our situation can be solved. These are my views, for which I take full responsibility.

"Our governmental institutions, though somewhat perverted, are still intact. We still have free speech for the unintimidated and we have untrammelled religious observance. Communication and transportation are adequate. Our entire production and distribution system is efficient, compared to anything ever known in the world and is in suspicion, in any basic sense, only by theorists, socialists and communists. It is evident that we have ample capital. We have good shoulders."

"With such conditions, one might well ask what is the trouble? There is no possible general answer save that we have faltered badly in 2 particulars which are, however, in every generation and every nation prime essentials. The first is leadership; the second is character. Some of this has undoubtedly exhibited itself in every phase of our system. The default which has, however, undermined the country, has been chiefly in public life.

"For a decade we have had either depression or near depression. The major cause of this for 7 yrs. has been political and still is. Opportunism, fanciful economies, threats, inconsistencies and the assumption by our Federal Government of an ever-expanding authority have kept this nation in a slough of despond. I make these statements with no partisan connotation. It is quite evident that both parties contain many fine public servants.

"What we need most in this emergency is sound leadership in government. Parenthetically, I must add that part of the blame for the lack of this rests on our shoulders."

The following pages reproduce in part or in full the thoughts expressed by speakers at the convention. On the next page appears the important resolutions passed.

Here Are Important Chamber's Resolutions Adopted at Washington

ECONOMIC STRUCTURE

EVERY existing policy and every proposed measure should be thoroughly scrutinized with reference to its bearing upon the economic structure of the country. The prolongation of the easy-money policy which has been imposed upon the country for eleven years is operating to weaken the economic structure at most essential points and this policy should now undergo the gradual but determined correction appropriate to so fundamental and all-pervading an influence. By obscuring the burdens resulting from a mounting public debt it promotes indifference where there is every reason for grave concern, and shifts burdens to the thrifty who find the returns from their savings proportionately reduced and who in seeking security for their dependents must pay more for protection. Prolongation of the policy threatens the whole system of private savings and private enterprise.

This policy is provocative of highly unsound proposals, both in the fields of industry and in agriculture. Projects are urged upon Congress under which at public risk loans would be made to business enterprises, existing or projected, without reasonable assurance of repayment. In addition to the other obvious evils of such legislation, there would inevitably be unfair and destructive competition for enterprises that on their own merits and abilities have established themselves.

Prolonged hearings have been held upon a bill which would dismantle the well-established system of federal land banks with their principle of borrower-participation. It would entail great public expense, both in absorption of debt and in reduction of interest on mortgages to a point related to the cost of funds to the government under the easy-money policy. It would also impose conditions that would restrict the freedom of borrowers in the conduct of their own affairs. Aside from other effects, such legislation would go far toward excluding all private lenders. That there may be protection from such proposals in the future, the Farm Credit Administration should be separated from the Department of Agriculture and returned to its former independent status. The endeavors of emergency agencies in the field of agricultural credit to compete on a permanent basis with the normal sources of credit should be discontinued at once.

When these proposals emerge in their true light the need for opposition to them becomes self-evident. This is a time when our private financial and economic system should be left free to develop its full strength. Every form of legitimate private enterprise should be relieved from the repression of government competition. No form of lawful enterprise should be favored by government over any other form and each, whether cooperative or individual, whether in single units or in multiple units, should stand on its own merits with protection from unfair competition and free from tax exemptions and any other public subsidies.

FOREIGN TRADE ZONES

WITH a declaration that foreign trade zones have promise of promoting the re-export trade but that the legislative authority for these zones should be so amended as to require their rates for storage to avoid unfair competition with current rates for private warehousing and to exclude these zones from storage of goods unrelated to the purposes for which the zones are provided.

INTERSTATE TRADE BARRIERS

WITH a declaration that the great free trade area within our country has been one of the most vital factors in the development of our national economy. That indispensable factor is now threatened by the progressive erection of discriminatory barriers to trade between the States. States should refrain from imposing sanitary or other embargoes beyond absolute needs. We endorse the voluntary movement among the States themselves now going on to reduce discriminatory barriers.

WAGE-HOUR ACT

WITHIN less than 2 yrs. the application of the Wage-Hour Act has unfortunately demonstrated the soundness of the

reasons which were urged by the Chamber against the enactment of such a Federal statute. Its humanitarian aspect in dealing with oppressively low wages belongs to the States, each of which can give consideration to the actual conditions that are to be met. For like reasons the States are better fitted to deal with maximum hours of work, where they need regulation. The attempt to apply throughout the country uniform Federal rules regarding such matters prevents the flexibility in adjustments so essential under constantly varying conditions in occupations and activities the diversities in which, often forced by natural conditions, cannot obtain sufficient recognition in Federal legislation.

The result is widespread dissatisfaction, and proposal of many amendments that would afford relief in particular situations. Amendments cannot cure the essential defects in Federal legislation of this character. Public interest will best be served by repeal of this law.

SAFEGUARDING OUR FOREIGN TRADE

THE wars in Europe and Asia have caused extension of governmental control and restrictions of the normal movements of international trade and shipping and of the ownership and operation of private enterprises. Such developments have had wide repercussions upon business undertakings in which United States citizens are interested. During these wars, and particularly at their close, vital problems affecting American business must be met. Their solution demands cooperation among those directly affected and our government.

To meet these pressing conditions it is important that our Department of State continue to take prompt diplomatic action against discriminations and interferences prejudicial to our rights. The facilities now at the disposal of our government for combating discriminations and removing obstacles to our trade should be maintained in their effectiveness, and supported by periodic surveys of conditions. Effective and automatic protection against disturbances in our domestic economy from depreciated foreign currencies should be afforded.

An economic war, following the present hostilities in Europe and the Far East, would be disastrous to all nations. The Chamber, therefore, urges that our government exert every effort to promote favorable economic relationships among all nations, based upon principles of equality in treatment.

NATIONAL DEBT

THE direct national debt threatens to reach the statutory limit of 45 billion dollars within the next year. There is also a contingent obligation of almost 6 billions in indirect debt. This great national debt, with more billions of state and local obligations, must ultimately be paid by the taxpayers of the nation. The statutory limit of the federal debt should not be raised. Federal expenditures should be lowered.

GOVERNMENT COMPETITION

THE government should refrain from entering any field of business which can successfully be conducted by private enterprise. Tax-free, rent-free, and cost-free competition with the lawful enterprises of private citizens is destructive and should be ended.

Whatever form unfair competition by government assumes its effects are detrimental to the general welfare. The government should cease subsidizing one form of business, such as cooperatives, as against other forms. Congress should require in every instance that goods and services be obtained from the citizens of the country when true estimates of costs of government production and operation are higher than the costs of private enterprise. Proper estimates of government costs should always contain allowances for depreciation, in line with accepted practices, recognition of the taxes private enterprise has to pay, a reasonable return on investment, and all other overhead costs in reality to be incurred.

When the government proceeds with work and operation, on a theory of lower costs, Congress should enforce publication of the costs actually incurred, with allow-

ances such as have been mentioned to permit true comparisons.

The accounts of the Inland Waterways Corp. furnish an example of incompleteness. That government-owned-and-operated enterprise should at once restate its financial results, for the period of its operation, in accordance with the principles which have been outlined as prerequisites of fairness.

LABOR RELATIONS ACT

ALL deterrents to economic recovery should be removed once they are recognized. The practical operations of the National Labor Relations Act have amply demonstrated that the Act, in its present form, is a serious deterrent to recovery. This Act has failed to produce the economic benefits for the public predicted by its proponents. Instead, great economic loss and waste have resulted, and recovery has been distinctly impeded. Therefore Congress, at this session, should meet this important issue by passing fundamental and much-needed amendments to the Act.

There should be written into the law mutuality of obligations and mutuality of responsibility, and the recitals of the statute should be changed to emphasize mutuality of interest between management and men and encouragement of peaceful labor relations. Actualities should be faced, and representatives of employees who are outside of the employees themselves should be recognized as powerful forces and subjected to the same duties toward employees in the exercise of their rights as are possessed by employers. Before being allowed to operate they should be required to establish their responsibility, and they should be made to account to those they represent and to the public. Their rights to call strikes and bring widespread unemployment should be curbed. Statutory promotion of collective bargaining should be supported by legislation making illegal resort to strike for the same purposes, and the intention stated in the Act of preventing industrial strife makes it only logical that between any decision to strike and the beginning of a strike there must always be a waiting period to permit deliberation on the part of all concerned.

State legislation is already moving in these directions. After prolonged accumulation of great records of testimony taken by committees, Congress should no longer delay.

Opportunity for immediate action by Congress exists in the bill proposed by the special committee which the House appointed last July to investigate the Labor Relations Board and make recommendations. This bill is on the point of consideration in the House, and should be promptly passed by that body. If the Senate committee after its deliberations since the beginning of the Congress does not at once report the measure, the Senate should exercise its power to take the bill from the committee and give it prompt consideration on the floor. In no other way can amendatory legislation, so greatly needed in order that recovery can go forward more certainly, be obtained at this session of Congress.

The bill prepared by the majority of the special House committee will correct many of the outstanding abuses under the present law. It will provide a new board possessing only judicial authority and make the procedure fairer and more orderly for all who are to appear when violations of the law are alleged. This bill should be placed on the statute book at the earliest moment possible.

Other legislation should follow to add changes that will accord with all of the principles we have stated and will carry out all of the policies which the Chamber has already been commissioned by the membership to advocate, and which are too well known to warrant restatement here.

EXPENDITURES

THE key to the situation is in expenditures. No supportable tax structure can be devised which will balance the present level of expenditures. Reduced expenditures, and not additional taxation, must therefore be relied upon to end the annual deficits which, if not soon checked, will undermine the economic stability of the country. Many members of Congress want to obtain economy, and business men and their organizations should strive to such members their sustained and united support.

Solving the Tax Problem

By ELLSWORTH C. ALVORD

THERE is a solution for the tax problem. But the solution rests with you! A navigator doesn't pick the place of destination nor the ports of intermediate call. But he knows storm areas, and he sees storm signals. He knows the rocks upon which others have been wrecked. This same sea has been sailed before!

The beginning of the new decade is probably a particularly opportune time for us to determine our position, the distance we have come, and the variation from the course we have chosen—and possibly to recheck our destination and rechart our course. Astronomy is more reliable than astrology!

I shall summarize a few of the more important problems confronting us, the proclaimed objectives,



Mr. Alvord, One of America's Leading Tax Lawyers, Gives Practical Advice in Speech to U. S. Chamber of Commerce

Table (2)

Business Indices

	Industrial ¹ Production Index	Factory ² Payrolls Index	Corporate ³ Net Income	Federal ⁴ Income Taxes	National ⁵ Income
1926	108	104	9,673	1,230	72.8
1927	106	102	8,982	1,131	73.4
1928	111	102	10,618	1,184	75.8
1929	119	109	11,654	1,193	79.8
1930	96	89	6,429	712	73.6
1931	81	67	3,683	399	62.6
1932	64	46	2,153	286	49.8
1933	76	49	2,986	423	47.9
1934	79	63	4,275	596	52.4
1935	90	71	5,165	735	55.1
1936	105	82	6,761	1,191	62.6
1937	110	98	6,914	1,276	69.3
1938	86	78	4,200 Est.	795 Est.	64.0 Est.
1939	105	91	6,700-6,900	1,000-1,100 Est.	69.0 Est.
Dec.	128	104			
1940					
Jan.	119	98			
Feb.	109	98			
Mar.	103 p				

1. Federal Reserve Board index. 1923-5 average = 100.
 2. Bureau of Labor Statistics index. 1923-5 average = 100.
 3. Corporations reporting net income only. In millions of dollars.
 4. Statistics of Income. In millions of dollars.
 5. Department of Commerce, National Income Paid Out. In billions of dollars.
- p Preliminary.

Table (1)

Unemployment

(Thousands of Persons)

1920	558
1921	4,754
1922	2,917
1923	749
1924	2,034
1925	817
1926	464
1927	1,620
1928	1,857
1929	429
1930	3,809
1931	8,113
1932	12,478
1933	12,744
1934	10,400
1935	9,522
1936	7,599
1937	6,372
1938	10,099
1939 (avg. for last 9 mo.)	9,360

Source: Nat. Indust. Conf. Bd. study "Conference Board Studies in Enterprise and Social Progress."

and a brief summary of the more important facts, from which you may determine our present position. Sufficient statistical data, in support of the facts, will be found in a series of attached tables.

Idle Men

The Objective.—(1) Private employment is the only sound solution for unemployment.

(2) Temporary assistance is necessary and must be provided—and we are told that we should prepare for permanent assistance.

The Facts.—(1) No progress has been made—there are still 9,500,000 unemployed. (See Table 1.)

(2) The extraordinary business activity of last fall (the Federal Reserve Board Index was at the

Table (3)

NEW CAPITAL FLOTATIONS DOMESTIC CORPORATE SECURITIES ONLY*

(Governments, Refunding and All Foreign Securities Excluded)

Twelve-Year Period through 1930	Years since 1930
1919.....\$2,246,385,636	1931.....\$1,546,564,173
1920.....2,563,340,731	1932.....324,161,625
1921.....1,700,739,851	1933.....159,495,280
1922.....2,211,512,707	1934.....159,447,749
1923.....2,635,374,555	1935.....401,569,958
1924.....3,029,035,764	1936.....1,179,025,299
1925.....3,604,488,597	1937.....1,224,663,213
1926.....3,682,846,010	1938.....867,836,450
1927.....4,481,893,941	1939.....369,249,537
1928.....4,559,374,596	
1929.....5,779,833,093	
1930.....4,250,344,697	
Annual Average.....\$3,395,430,848	Annual Average.....\$690,716,682

*Excluding Investment Trusts.

Source: Commercial and Financial Chronicle.

all-time high of 128 in December—see Table 2) increased employment by about 1,000,000.

(3) The investment of about \$8,000 is required to produce work for one man; and possibly \$25,000,000,000 of new capital will be required to put our entire employable labor surplus to work.

(4) The Federal Government has spent \$17,000,000,000 in providing temporary assistance, and untold billions in fruitless experiments.

(5) Substantial sums intended for relief have been wasted and used for political purposes.

Idle Funds

The Objective.—The flow of private funds into private enterprise must be resumed.

The Facts.—(1) Eight to \$10,000,000,000 should flow annually into capital construction—i.e., into expansion, additions, betterments, and replacements of plant and equipment.

(2) From 1919 to 1930 there was an annual average of about \$3,400,000,000 in new corporate financing. (See Table 3.)

(3) In 1939, new corporate financing (exclusive of refundings) amounted to \$369,000,000. (see Table 3.)

(4) Despite the tremendous reservoir of idle funds, new opportunities for private investment under present conditions are unattractive.

(5) A small enterprise is unable to obtain necessary funds for expansion and improvement, and few larger enterprises are seeking new funds.

(6) The investment of private funds is normally governed by 3 factors, none of which is present

today: (a) Protection of principal; (b) liquidity; (c) a return commensurate with the risk.

(7) At the present time, a business enterprise must possess the probability of an average annual net profit of more than 20 per cent upon its investment in order to compete with tax-exempt securities in the hands of the stockholders.

(8) Undistributed corporate

Table (4)

Private Investment

Excess Member Bank Reserve Balances
End-of-Calendar-Year Balances
(Millions of Dollars)

1920.....	99
1921.....	14
1922.....	59
1923.....	—44
1924.....	—56
1925.....	63
1926.....	—41
1927.....	—73
1928.....	
1929.....	
1930.....	96
1931.....	—33
1932.....	576
1933.....	859
1934.....	1,814
1935.....	2,844
1936.....	1,984
1937.....	1,212
1938.....	3,226
1939.....	5,011

Source: 1920-1937, annual report of Board of Governors of Federal Reserve System, 1938.

1938-1939, Federal Reserve Bulletin, February, 1940.

Table (5)

Security Average Bond Yields

	U. S. Treasury ¹	Municipal ²	Corporate ³
1920.....	5.32	5.04	7.08
1921.....	5.09	5.02	7.04
1922.....	4.30	4.21	5.95
1923.....	4.36	4.27	6.04
1924.....	4.06	4.21	5.80
1925.....	3.86	4.13	5.47
1926.....	3.68	4.14	5.21
1927.....	3.34	3.99	4.97
1928.....	3.33	4.05	4.94
1929.....	3.60	4.32	5.21
1930.....	3.28	4.12	5.09
1931.....	3.31	4.07	5.81
1932.....	3.66	4.77	6.87
1933.....	3.31	5.14	5.89
1934.....	3.10	4.22	4.96
1935.....	2.70	3.38	4.46
1936.....	2.47	2.93	3.87
1937.....	2.57	3.03	3.94
1938.....	2.56	2.91	4.19
1939.....	2.36	2.76	3.77

Source: Statistical Abstract of the U. S., 1938, Table No. 330, 1938-9, Federal Reserve Board Bulletin, March, 1940, p. 231.

¹ Average yield of all Treasury bonds due or callable after 8 yrs.

² Average of 20 bonds (Bond Buyer).

³ Average of 120 bonds (Moody's Investors Service).

funds available for capital construction are rapidly being depleted — corporations distributed about \$17,000,000 more during the last decade than their aggregate net income available for dividends.

(9) Excess bank reserves, which amounted to less than \$1,000,000,000 in 1934, swelled to \$6,000,000,000 in April, 1940. (See Table 4.)

Social Security

The Objective.—Security from the fears of the future, from poverty, unemployment, sickness, old age—for our families, our friends, our neighbors, for everyone.

The Facts.—(1) The value of the social security offered by the Government depends upon its ability to meet its promised payments when they become due.

(2) Substantially all the net proceeds of our social security taxes are being used to meet current Government expenses.

(3) Old age assistance and retirement pay promised by the Government should not deprive us of the opportunity of providing security for ourselves and our families through private savings (in the form of investments, trust funds, savings accounts, insurance and annuity contracts, and private retirement compensation plans and pensions).

(4) The financial security of every one of us is rapidly being impaired and jeopardized (see Table 5). The following statement by the Federal Advisory Council of the Federal Reserve System (in a report dated June 6, 1939), with respect to the existing "easy money" policy, is significant:

"It has become evident during the past 2 or 3 years that the cumulative effect of the policy in question (the 'easy money' policy) is profoundly and adversely affecting that large group of industrious and thrifty persons who are, by virtue of their character and habits, the backbone of the country's social and economic structure. Steadily they have seen the returns on their accumulated savings decrease as savings institutions, faced with constantly diminishing earnings, have been forced, step by step, to decrease the rate of interest paid on savings deposits. Steadily, year by year, they are meeting increased discouragement in their attempts, through the purchase of life insurance, to provide for their own old age and for the protection of their families, as the cost of insurance slowly mounts and as the dividends payable on policies steadily diminish. Schools, colleges, churches, hospitals and educational and charitable institutions of all sorts see the returns on their accumulated endowments constantly lessening, the salaries of their staff members reduced and their promotions delayed, services to students, patients and dependents curtailed, and more and more of the functions which are normally and most efficiently performed by private or semi-private agencies necessarily taken over by public boards at the expense of the taxpayers unless essential social needs are to be neglected."

(5) Private savings (invested in legal investments for trust funds) earned in 1939 only 46 per cent of what they earned in 1936.

(6) High-grade security offerings on the public markets are rapidly dwindling, in part by reason of private placements.

(7) Ten years ago savings of \$20,000 would have provided our

Table (6)
Strikes in the United States
1920-1939

	Strikes	Workers Involved ¹	Man-days Idle
1920	3,411	1,463,054	(^c)
1921	2,385	1,099,247	(^c)
1922	1,112	1,612,562	(^c)
1923	1,553	756,584	(^c)
1924	1,249	654,641	(^c)
1925	1,301	428,416	(^c)
1926	1,035	329,592	(^c)
1927	707	329,939	26,218,628
1928	604	314,210	12,631,863
1929	921	288,572	5,351,540
1930	637	182,975	3,316,808
1931	810	341,817	6,893,244
1932	841	324,210	10,502,033
1933	1,695	1,168,272	16,872,128
1934	1,856	1,466,695	19,591,949
1935	2,014	1,117,213	15,456,337
1936	2,172	788,648	13,901,956
1937	4,740	1,860,621	28,424,857
1938	2,772	688,376	9,148,273
1939*	2,500	1,200,000	18,000,000

Source: Bureau of Labor Statistics, Analysis of Strikes in 1938, p. 3.

*1939 estimates preliminary; subject to revision.

¹The number of workers involved in strikes in 1926 is known for only a portion of the total. However, the missing information is for the smaller disputes and it is believed that the total here given is fairly accurate.

²No information available.

Table (7)
Federal Receipts and Expenditures, 1931-1941

Fiscal Year	Total Receipts	Total Expenditures	Gross Deficits
1931	\$3,189,638,632	\$4,091,597,712	\$ 901,959,080
1932	2,005,725,437	4,947,776,888	2,942,051,451
1933	2,079,696,742	4,325,149,722	2,245,452,980
1934	3,115,554,050	6,370,947,347	3,255,393,297
1935	3,800,467,202	7,583,433,562	3,782,966,360
1936	4,115,956,615	9,068,885,572	4,952,928,957
1937	5,293,840,237	8,546,379,956	3,252,539,719
1938	6,241,661,227	7,691,287,108	1,449,625,881
1939	5,667,823,626	9,268,338,031	3,600,514,405
1940a	5,703,795,000	9,736,608,641	4,032,813,641
1941a	6,150,760,000	9,126,991,570	b2,976,231,570
	\$47,364,918,768	\$80,757,396,109	\$33,392,477,341

Source: Annual Report of the Secretary of the Treasury, 1939.

a—Estimated, President's Budget Message, Jan. 3, 1940. For purposes of comparison, figures include net transfers to old-age reserve account.

b—Deficit will be reduced by the return of an estimated \$700 millions from the surplus funds of Government corporations.

families, upon our death, with an annual income of \$1,000. Approximately twice that sum is required today.

(8) By reason of decreased net earnings, lack of liquidity, and potential tax liabilities, the net value of investments has decreased at least 50 per cent.

(9) Regular employment is better security than unemployment insurance.

Labor

The Objective.—(1) Continuity of employment.

(2) Opportunities for promotion and advancement.

(3) Reasonable wages, hours of work, and working conditions.

(4) Retirement and disability compensation.

The Facts.—(1) Total wages and salaries paid in 1939 were less by 1/6th than the payments in 1929.

(2) In the year following the enactment of the Wagner Act, there were more strikes than in any of the 15 preceding years. In 1937, there were more strikes, and more man days of idleness by reason of strikes, than in any previous year of American history. (see Table 6.)

(3) Opportunities for promotion and advancement are increased as private enterprise expands.

(4) Wages are payable only out of production.

(5) Net profit is the incentive which keeps an employer in business.

National Income

The Objectives.—(1) A national income of \$100,000,000,000.

(2) A corresponding increase in business net income—an objective hitherto seemingly disregarded.

The Facts.—(1) The highest national income was about \$80,000,000,000 in 1929. (see Table 2.)

(2) Our national income last



Ellsworth C. Alvord

year was about \$69,000,000,000.

(3) National income can be increased only by stimulated production.

Table (8)
Federal Debt, 1931-1941

	Gross Federal Debt	Per Capita
June 30		
1931	\$16,801	\$135.37
1932	19,487	155.93
1933	22,539	179.21
1934	27,053	213.65
1935	28,701	225.07
1936	33,545	261.20
1937	36,427	281.82
1938	37,167	285.43
1939	40,445	308.34
1940a	43,222	332.48
1941a	44,938b	345.68

Source: Annual Report of the Secretary of the Treasury, 1939.

a—Estimated. President's budget message, Jan. 3, 1940.

b—Assumes that \$460,000,000 will be raised in new taxes prior to June 30, 1941.

(4) Payrolls increase as national income increases.

(5) Corporate net incomes have suffered a severe shrinkage in the last decade, and have not recovered as national income has increased. (see Table 2.)

(For example, in 1937 the production index was 110 as compared with 111 in 1928, but corporate net income was \$6,900,000,000 as compared with \$10,600,000,000 in 1928. In 1936 and 1939 corporate net income approximated \$6,500,000,000 as compared with \$9,000,000,000 in 1927, although all 3 yrs. averaged 105-106 in industrial production.)

(6) From this small income base, business enterprises are expected to pay increased costs, heavily increased taxes, and earn sufficient profits to justify the investment of private funds.

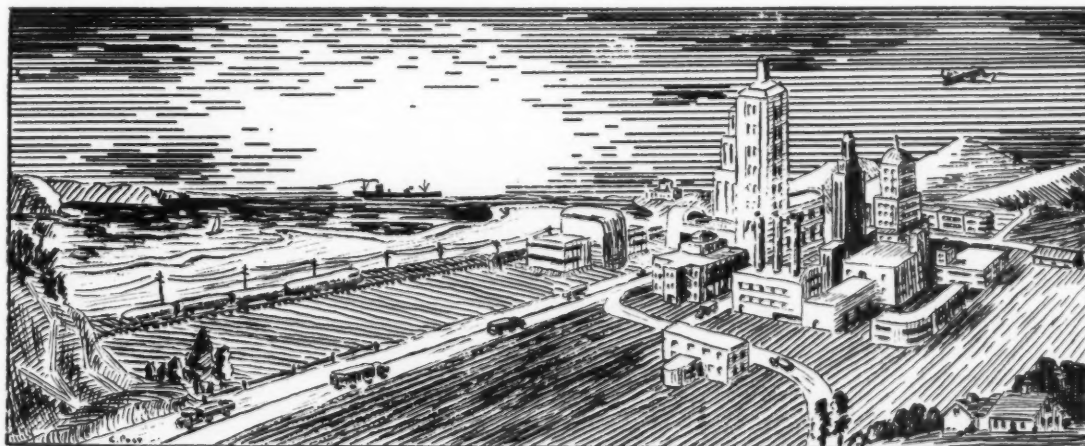
Government Experiments

The foregoing is a very brief summary of some of the important problems confronting us. Neither the summary nor the outlined facts are intended to be complete, but they are sufficient to point out the course we are traveling and the distance we have come.

Assuming that there are no undisclosed principles in the background, your Government has experimented with 2 conflicting theories: (a) Restriction of the production of income by discouraging private enterprise, private investment and private employment, directly and indirectly, in order to promote certain social objectives and reforms; and (b) the stimulation of consumer purchasing power through Government spending and subsidies, in order to increase consumer demand and hence the production of income.

A statement of the 2 theories should be an adequate refutation of them. But if my outline of facts is reasonably accurate, a complete

(Continued on page 55)



The World Situation After the War

By DR. PAUL van ZEELAND

Former Prime Minister of Belgium

"THE difference between the atmosphere in Europe and that which one finds here in the United States is most striking. I am struck by it every time I cross the Atlantic. There, impoverishment and increasing hardships of life show themselves in every way. Here, one truly finds another world. . . .

"Yet, America also has its problems. . . . I don't imagine anyone will contradict me if I recall once again that no country, no matter how large, can believe itself safe from disorder, if disorder should spread out over the rest of the world. The shadow of war finds the oceans no barriers; it reaches the two hemispheres.

"But war is only made in order to obtain peace. There is no victory if the ensuing peace does not satisfy the desire of those who sacrificed themselves to get it. It is in the period which follows the war that the efforts of the heroes show fruit or are wasted and lost. That is why we must, from this point on, think of that period. In trying to prepare the way for a better world, we serve the same ideal, to which so many are ready to offer, at this very moment, the supreme sacrifice.

"Without forgetting either the war or those who are suffering from it, let us, therefore, try to pass and see beyond the struggle.

The Post War Crisis

"Whatever its horrors, no matter what its length—short or long—a day will come when the war will have come to an end.

"On that day, mankind will find itself faced with a formidable series of problems. Their number and their weight will depend, for a large part, upon the result of the war—that is to say, which side is victorious—and which peace treaty will result.

"But once the peace is made, there will be problems which will present themselves before the entire world, no matter what type the treaty itself will be, even if, as I hope, it conforms to our most noble aspirations.

The Problems

"Firstly, we will find ourselves once again confronted with the problems that presented themselves before the war and which we had not solved—problems which concern the development of a civilization becoming every day more complex. They will not have disap-



Dr. Paul van Zeeland

peared with the war, because war never solves basic problems. The only difference is that they will be probably more acute and more urgent.

"And secondly, these fundamental problems will be joined by those which are the outcome of the war itself. They will have to reintegrate into the cadres of the productive economy, the millions of soldiers who will be demobilized. Thousands and perhaps hundreds of thousands of young people on whom the war will have marked its dangerous imprint, shall have to be readapted socially and economically. Plants used for war purposes will have to be transformed so as to produce again useful economic goods.

Adaptation

"It would be a great mistake to try to deceive oneself as regards the extent of the crisis of general readaptation which the end of the war will bring about. All great shocks that impress themselves upon mankind call for reaction. The one which followed the war of 1914 was so profound, that our civilization is still shaking from it. The present war is the outcome of our incapacity to recover our equilibrium, so dangerously upset by this reaction.

"But one hears expressed currently in Europe the most pessimistic views on the future of the world, of capitalism, and of our civilization. 'If this war prolongs itself and if its destructive forces go further, Europe will be ruined,

and whoever is the victor will become the prey of a devastating communism.' That is a prophecy which one finds on many lips. To my mind, this is false. I do not mean that this will not happen. It might happen. Anything is possible in a time of chaos. But, it is not true that Europe, and behind Europe, the civilized world, will find itself in front of an insurmountable wall, condemned to suffer passively the worst. The truth is that at the end of the war, just as at any great moment, we will hold our destiny in our own hands; it will be up to us to decide what it will be.

"Only one thing actually counts: Will humanity succeed in reestablishing a new equilibrium on a stable basis? Will it be able to insure a better life to people? That is the question.

"In brief, at the end of the war, mankind will find itself once again at the crossroads; upon the choice that will be taken will rest the future of mankind for better or for worse, for a long time.

"Common sense shows that the policy to adopt is a policy of expansion; the purpose of which is to bring about the augmentation of production. There will be, in fact, an enormous hole to fill in. One will have to reconstitute stocks, renew machines, rebuild bridges and houses, reequip factories. . . . It will be some time before they will talk again of overproduction.

Producing Wisely

"However, it is not enough to produce. One must produce wisely, and produce in an ordered way. There is never general overproduction. There is often a congestion of production in one or another particular domain. At the end of the cycle of intermediate exchanges, one always pays for one product with another product. One must organize production in the particular field, so as to establish equilibrium between them; goods must be produced in such a way that every product finds another product with which to be exchanged.

International Plan

"All the experience acquired between the 2 wars allows us to affirm that such an effort can only succeed if made not only on the national plan, but also on the international one. In other words, to reach its objective, this effort must bring about a thorough reorganization of international economic relations.

"The first care must be to suppress or abate artificial obstacles which hamper the circulation of wealth, of goods, capital and men.

"All methods which lead toward

such an end are useful and should be retained. Amongst them I will only point out one—because of its merits; it is the policy of reduction of tariffs by reciprocal trade agreements.

"No doubt every great step, economic or social, in the field of international action, requires as a preliminary condition, a strong reorganization of political relations, a reorganization which would assure us for a long period the required minimum of peace and stability.

"Altogether, political, economical and social factors are today, more than ever, so closely connected in fact, that it would be useless to try to exert an influence upon one without interfering with the other.

"But if it is true that economics depend on politics, it is also absolutely true that the success of any attempt toward economic reconstruction will depend in the highest measure on the attitude which business leaders themselves will adopt. So you see how far your own responsibility will be directly

engaged in the outcome of the war.

"The greatness of the United States, its wealth, the importance of its interests all over the world, its preponderance in all the fields of the technique, all this leads to the conclusion that its role in the coming reorganization of the economic world after the war will be of the highest, and maybe of a decisive, importance. Its collaboration will be required as much by its own interest as by the preoccupation of collaborating to the recovery of others."

Lasting Peace Through Sound Trade Relations

By THOMAS J. WATSON

Pres., International Business Machines Corp.

"WE shall never have lasting peace until we have sound trade relations between countries. . . . The thing that gives us most satisfaction in life is security. And after the war, I believe right thinking people in all countries will cooperate in developing plans to give security to all nations of the world and to all people. That problem will not be confined to any one country, any one race, or any one religion, but will be a world problem which must be dealt with fairly.

"Unsound economics is one of the major causes of war and of most of our national troubles. If the thinking people of the world are not willing to work together and cooperate in developing a program that will bring about a distribution of the raw materials and finished products of the world on a basis that is economically sound for all countries, then we might as well make up our minds to look forward to another war after this one is over.

"I am known as an internationalist and I am proud of it. We are either internationalists or isolationists, and I can see nothing in the future of the United States except absolute ruin of our industrial structure if we become isolationists. When we consider a fact which I always mention in every talk along this line, that we are industrialized to the point where we manufacture 47 per cent of all goods manufactured in the world, we realize that we could not keep our American industrial payrolls going without importing a long list of important ingredients necessary to our manufacturing industries and general welfare.

"I will cite one example—the automobile industry which is one

of our largest manufacturing industries. Engineers and chemists tell us that it is necessary to import 68 different ingredients from 57 countries in order to manufacture the American automobile.

"One thing which is bothering us is the unemployment, and I believe that the only way we can hope to solve this problem is through reciprocal trade agreements which will develop markets outside the United States for our surpluses. Our unemployment is due to the fact that we have had, during past 10 yrs., a surplus of all our essential products which has brought about curtailment of production.

"I cannot see any hope for real prosperity in this country so long as we curtail production.

"In closing I would like to call attention to what we all realize—

that we are living in very unusual times. There is a great deal of propaganda—one type comes from the minds and hearts of intelligent, honest people who are telling us of conditions home and abroad which we ought to know about, and which stimulate and direct our thoughts along constructive lines. I believe and like to indulge in this type of propaganda.

"There is another kind of propaganda, however, which has a detrimental effect on American institutions and American traditions. I feel it is the duty of every right-thinking American citizen in his own individual community to do everything he can to expose and stamp out this type of propaganda. If it comes from undesirable aliens, there are national laws that provide a remedy. If it comes from undesirable American citizens, and if our present laws do not go far enough to cover such cases, legislation should be enacted to take care of that—because our form of Government is so fine and so precious to all of us that we must assume direct responsibility for its protection."

Men and Money Want Jobs

By EMMETT F. CONNELLY

Pres., Investment Bankers Assn. of America

"THOSE of you who have come to the public market for financing in recent years have been directly affected—all others indirectly. Whether you fall into one class or the other, you are and must be vitally interested in the fate of investment banking.

"In my opinion the way of attaining the recovery we all seek is to work for a resumption of the flow of savings into business enterprise—savings which are now stagnating in banks and other repositories. This must be done if we are to remain a free democracy. It must be through the regular invest-

ment banking mechanism that has proved satisfactory through generations, and not through some untried method devised by theoretical government planners, most of whom have had no practical business experience whatsoever, and none of whom, I am sure, has ever had the responsibility of meeting a payroll.

"Just a year ago the Chamber itself said that the greatest single force in bringing recovery from earlier depressions was the flow of capital into old and new enterprises. There was thus created, it said, new work opportunities, new

income and wealth for the nation, new public revenues, and higher standards of living. In other words, jobs for men and money.

"The truth of that observation is now almost universally accepted. In fact, within the last year the statistics that make it practically irrefutable have been brought to almost everyone's attention by the controversy now raging in academic circles. It has been demonstrated that the major distinction, economically, between the 1920's and the 1930's was in the fact that in the 9 yrs. from 1921 to 1929 the capital of private enterprise was increased by some \$34,000,000,000 and that in the 9 yrs. from 1930 to 1938, it was decreased by almost \$14,000,000,000. That is what the economic philosopher meant when he said that we have been 'eating our seed corn' during the depression.

Glib Explanations

"A group that I like to call 'The Government-must-do-it-allers' has a glib explanation for our difficulty and a ready solution. Suddenly, according to them, we have become a 'mature' society. The future holds no opportunities such as the past offered. There are to be no great new industries. The big corporations now in existence can take care of such expansion or new growth as may be expected without asking for any new capital. If there are further technological advances calling for new equipment and facilities, all such needs will be less than can be financed out of reserve for depreciation and depletion laid aside out of earnings.

"Under such circumstances, of course, there would be no opportunity for savings to find employment and in so doing provide employment for men. Men and money would not get work.

"But, according to the 'The-Government-must-do-it' boys, if people are allowed to save in the future, those savings will be sterile. The saver will be performing a disservice by withdrawing the amount of his savings from the flow of money spent for consumption. There will be no means for him to put the money back to work by investing it.

"Instead of going to investors to raise money for his company, the business man would have to go, hat in hand, to a Government lending agency. Upon the whim of a bureaucrat, your enterprise would be granted or denied capital.

"Never to be overlooked is the fact that with the lending of money goes the strong presumption that foreclosures will in some instances be necessary. The mortgagee at

times must take over and operate the property. In fact, the plans for the Government banks that have been outlined suggest that they would furnish capital through stock investments as well as on loans. That is just one step more direct to the ownership and control of business enterprises. There is no shorter road, to my knowledge, to state ownership or socialism.

"The answer to why men and money lack jobs could be brought out if Congress would look into repressive laws and unduly restrictive regulations. It should also look into discouraging taxes, difficult wage and hour laws, and be sure that the Labor Act is really made tolerable.

"Congress must do something about the Labor Act, the Wages and Hours Act and taxation. A forward movement along all of those fronts would remove the greatest single deterrent of all—fear. Get fear and uncertainty out of the way and this nation will be able to take care of itself nicely. Money will flow into industry and men will go back to work.

"But anyone who knows the experience of the smaller business enterprises scattered through the country, is bound to be impressed by the number that have either abandoned entirely an intended plan for expansion or rehabilitation of their plant and equipment, or have done stop-gap financing of a wholly inadequate and inappropriate type. The reasons that they themselves give us are as follows:

"1—Excessive cost of compliance

with the registration procedures.

"2—Uncertainties and indeterminate delays incident to compliance.

"3—The contingent liabilities of officers and directors which may arise notwithstanding the most conscientious care and reliance upon experts.

"4—Fear of over-zealous requirement of disclosures of details of operations regarded as trade secrets.

"Being from Detroit, I am fond of the similarity between the financial machine in its present predicament and an automobile that has had its gas tank punctured and has at best but a small supply of fuel left; 2 or 3 spark plugs have also been removed by inexperienced workmen, so that the engine is missing badly. To prevent its running away, as it did in 1929, the brakes have been so firmly tightened that even with the gas tank full and the spark plugs back in place, it would be extremely difficult to get the machine to run except in a jerky and unsatisfactory manner. I firmly believe it is wise to ease up the brakes and give the car a chance to function, provided we can get the spark plugs of public confidence reinstalled and the gas tank filled with the fuel of private savings. If we do ease up on the brakes, as any good driver does when he wants to move forward, I am satisfied that this country will again enjoy its former prosperity and that the problem of idle men and money will to a large extent be solved."

A Southerner's Viewpoint on Business

By P. W. CARSWELL

Pres., Waynesboro, Ga., Chamber of Commerce

"I WAS asked to give my own personal opinion, as well as the opinion of people in my section of the country, on business, and one of the questions most frequently asked is: Will we vote for a New Deal candidate in 1940? Surely we will—for the same reason that people in other sections will vote for him, because we in the Southeast are no different from the average American; and, as my friend, Olin Miller, says, 'The average American isn't going to come in out of a shower of government checks.'

"Of course, the folks in Georgia rebelled after the attempted purge in 1938, but since that time a large amount of government funds have gone over the same—and, as you will know, they have marvelous

curative powers, particularly when applied to old political wounds.

"Our section is a purely agricultural region—in fact, my own country is just one big cotton patch—and we have only 3 small industries in the county. At the present time one of them has been closed down because of the restrictions of the Wage and Hour Act, and another is in the toils of the law over the same regulations.

"We recently established a small industrial plant in my community for the processing of agricultural products, and the plant had hardly begun operations before it was visited by a government agent and placed under the Wages and Hours Act, which was very much of a hardship on a new business just getting under way.

"All of this, I think, comes about because some people have not learned that you can't legislate supply and demand, or amend human nature. As one of our colored citizens expressed it, 'I don't like this business of short hours, 'cause it would be jus' the same to me if I do less work and get more hours.'

"In view of the fact that we have so few industries in the Southeast, we have been on the receiving end of the New Deal program. But the more farsighted business men in that region know that we must pay through the nose in the long run for all the benefits which we are now receiving, simply because you cannot get away from the fact that it is impossible to get something for nothing in this world.

"Our people are very much disturbed over the recent appearance before a Congressional committee of representatives of the Southern Tenant Farmers Union demanding that agriculture be put under the Wages and Hour law, or parity payments be forfeited. It seems rather paradoxical to say that with millions unemployed we are actually short of labor in our cotton fields. We have been driven to use more and more machinery, not because of our desire to do so, but because it is virtually impossible to secure the necessary labor to produce our crops otherwise. This, in turn, is part of a vicious circle which removes more jobs that would otherwise be available. We are all wondering how business can absorb surplus laborers when they are absorbed in their thoughts while leaning on shovels and drawing taxpayers' money.

Public Debt

"The South has been called conservative and even reactionary because it does not wish to see the public debt increased beyond its present limits. But that is easily understood when you consider the fact that the people of the South have seen inflation at its worst. We know what it is to have worthless money. If we could but go into our attics and dig out the trunks of old Confederate money and swap it, if we didn't get but 59-cent dollars in return, we would be sitting in high cotton.

"We think that what this country needs is not more meddling by the government into private affairs of its citizens, but more meddling by the citizens into public affairs of their government. When New Deal supporters always refer to the difference between 1933 and now, any fair-minded man will give the present Administration full credit for the emergency legislation and many wonderful reforms during the first and part of the

second term, but we must remember that when this Administration took office the depression was already 4 yrs. old, and through the natural course of human events conditions would have to be better even without a war boom. We wonder how the American business man can be expected to get on his feet while the Government is holding him by the heels and shaking more money out of him. The industrialists are not the only ones that have been called names by the Administration. While they were referring to you folks as 'Corpo-

rate Earls' they labeled us 'Feudal Land Barons.' I wonder how they can tie this in with the fact that the South is Economic Problem No. 1; and one member of the cabinet even went so far as to say 'we wear no shoes.'

"There has been a determined effort apparently to break up the old plantation system under which we have lived for generations, but all we have is land, and whether it be 30 acres or 30,000, we are capitalists and will make a determined effort to retain the businesses that our forefathers left to us."

An Employer Looks at Unemployment

By H. W. PRENTIS, JR.

Pres., Armstrong Cork Co.

"IT may be observed that there are some existing laws which actually encourage unemployment by subsidizing it. The unemployment compensation laws of most States provide, for example, that unemployed persons can continue to receive compensation unless they find what is termed 'suitable employment.' All too often this results in people actually refusing to take jobs offered that they do not like, but nevertheless, continuing to get compensation payments. That is not the way to reduce unemployment.

"No one in America can be allowed to starve. But Plutarch's sage observation that 'there is no doubt that the real destroyer of the liberty of any people is he who spreads among them bounties, donations and largesses,' still holds good along with Plato's prediction that 'democracy contains no long-range force which will check the constant tendency to put more and more on the public payroll.'

"Surely this whole question is a vital matter in which local business leaders could render outstanding public service. If chambers of commerce would collect comparative data on local employment and relief, it would bring into focus in the public mind what is a more serious and sinister threat to the future of our American representative democracy than any foreign enemy. The Federal Government will actually have spent \$68,000,000 in the period from 1931 to 1940, over \$19,000,000,000 of which will have gone for relief. Sixty-eight billion dollars is enough to buy every manufacturing plant, every mine and every quarry in the United States and leave \$6,000,000,000 over. The interest on the Federal debt alone now exceeds \$2,000 per minute day and night. Today,



H. W. Prentis, Jr.

in round numbers, 25,000,000 families in the United States are supporting the 9,000,000 families which are employed by government, are on relief, or receive government payments of some kind.

"I believe that most Americans will agree that this situation cannot continue indefinitely without eventually bringing financial chaos and perhaps destroying our present governmental and economic system. Certainly, as long as it continues, we cannot hope to resume our forward march—interrupted for the first time during the past decade—in raising the scale of living for all our people. . . . In my judgment, additional effort to change the customs of the American people and to reform them further—desirable though such reforms might be—should be held in abeyance until the paramount question of getting all our people back to work has been solved, and as a

corollary of its successful solution, the Federal budget balanced.

"Well, what can we do about unemployment? Business, unfortunately, cannot wave a magic wand and put everybody to work tomorrow, much as it would like to do so. It employs everybody that it can. I have never met a business man in my life who is not delighted to take on additional employees whenever the demand for his goods and services makes it possible for him to do so.

The Solution

"If I read our economic history correctly, the solution of unemployment lies in the constant creation of a stream of new business enterprises in every field of human endeavor. The journeyman bricklayer and carpenter of today with a few hundred or a few thousand dollars saved must be encouraged, as he has been in the past, to become a contractor on his own account tomorrow, with a chance of developing his business into a great building construction company 10 yrs. hence. The clerk with a few of his own dollars who sets up in retail business for himself on a side street must again be placed in position to command the support of other small men with capital so that the neighborhood shop of today may become the great department store of 15 yrs. hence. It is along these lines that the real solution of our unemployment problem lies.

"Do you know of any big business today that did not start from very humble beginnings? 'Great oaks from little acorns grow' now, just as they did prior to 1930. Why have so relatively few of them sprouted into sturdy saplings during the past decade?

Venture Capital

"Time does not permit me to go into all the reasons, but some are certainly to be found in hampering conditions that a truly business-minded government might well consider modifying. Take the question of venture capital for example. Various adverse influences lead it to seek safety of principal in bank deposits or Government bonds. Heavy taxation plays its part. In my own company last year, over 4 cents of every sales dollar went for taxes of one kind or another. Government levies, however, are only a part of the story. The diminishing prospect of a reasonable margin of profit; the high cost of financing under the extremely rigid restrictions now in effect—especially in connection with small issues of securities; the trouble and expense of making out and filing the myriad reports required by

various Governmental units—all bear particularly hard on new and struggling businesses where the proprietor has to perform manifold functions for which a skilled staff is available in larger units. Today, a businessman has not only to look after his immediate job of buying raw materials, manufacturing, selling, meeting the payroll, etc., but must also be something of an expert in the field of labor relations, wages and hours, unemployment compensation, old age pensions, sanitary and health measures, safety precautions, workmen's compensation, reciprocal trade treaties, and Federal, State and local taxation. Is it any wonder that many an individual of modest means who in the old days would not hesitate to venture 'his life, his fortune and his sacred honor' in some private enterprise of his own choosing, now hesitates to venture into the Sargasso Sea of governmental regulation?

Why Business Hesitates

"There are no less than 130 independent commissions and agencies operating in the Federal Government alone. In addition, there are scattered through the governmental departments among the 940,000 civil employees, numerous single officials and interdepartmental agencies that exercise in their turn, through one or more individuals, sweeping powers of investigation, decision or supervision over rights of person and property. Is it strange that businessmen hesitate to go ahead these days when Government agencies have become so numerous that even the Judiciary Committee of the House of Repre-

sentatives says in its recent report on the Logan-Walter Bill: 'It is practically impossible for a member of the Congress, much less for an individual citizen, to find his way among these many agencies or to locate the particular officer or employee in any of the agencies with whom any particular problem should be discussed with a view to settlement.'

"So, private initiative tends to dry up and the well-springs of progress disappear. The spirit of America has been: 'I may. I can. I must.' It is now rapidly becoming: 'May I? Can I? Must I?'

No Magic Formula

"There is no magic formula that either business or government could devise that will solve our unemployment problem. The solution lies along far simpler lines than that. As long as our social theorists, pseudo-economists and well-intentioned legislators go about seeking some open sesame that will release the pent-up energy of private initiative, they will search in vain. Providing purchasing power for lower income groups through financial subsidies derived from a mounting Federal debt will not turn the trick. For if this very day by some miracle every individual in the United States could be clothed, sheltered and fed to the maximum of his heart's desire, tomorrow would bring new appetites, new discontents and new problems. Physical abundance alone never made any people free. It is freedom that produces abundance under the stimulus of individual initiative."

New Frontiers, Business Management's Challenge

By S. W. UTLEY

Pres., Detroit Steel Castings Co.

"FOR a number of years a spirit of defeatism has motivated the thinking of a large and important part of the American people. Bemoaning the passing of the frontier, marked on the one hand by cheap land and on the other by hardships which few of the present generation have ever been called upon to endure, they argue that there is no room for further growth. No thought is given to the fact that our density of population, as compared with that of European nations, makes some of our States look like comparative wildernesses; no thought to the fact that the same people who decry the lack of a frontier, in the next breath loudly proclaim

that we have too much land under cultivation and propose various schemes by which some can be withdrawn, always at the expense of the taxpayers; no thought to the fact that 35 yrs. ago students of this question announced that the influence of the frontier, as a factor in shaping American life, passed out of the picture about 50 yrs. ago, namely, about 1890.

"Nor is this the first time that those in responsible positions in our Government have lost faith in the future of the American people. In 1886, Hon. C. D. Wright, United States Commissioner of Labor, issued his first report and announced to the world that the end of expanding economy was at hand.

"Just think of it! Fifty-four years ago the United States Government, through its accredited Commissioner, announced that the world was finished, that, 'What is strictly necessary has been done.' When this statement was made the incandescent lamp and the arc lamp were just coming out of the laboratory; the first trolley car had just been built; the induction motor had not seen the light of day and alternating current was still unknown. No steel train had yet been built, no gas-driven motor car had moved over the pavement, no aeroplane had ever flown. . . . At least half the occupation by which man today supports himself and by which he furnishes goods and services to a world whose standard of living has infinitely improved, were unknown at the time this Government announced that the world was finished.

Industry's Progress

"Notwithstanding its statement that there was no further need for the investment of capital or the employment of labor, since that time we have more than doubled our population, in fact adding 136 per cent and in 1937 the number of gainfully employed was approximately 161 per cent greater than in 1886. We have increased our national wealth by 492 per cent, while our annual national income in 1928 showed a gain of 700 per cent. Thus have the accomplishments of the men of industry confounded the prophet of gloom!

"The frontier of American business, in the future as in the past, is a mental frontier; its limitations are the limitations of the knowledge, the imagination, the daring and the initiative of the human mind.

Stimulating Thinking

"Every change we have seen from the primitive steam engine of James Watt to our modern systems of power production were first pictures within some human brain. So long as our statutes and our social institutions stimulate the formation of mental pictures which may be translated into useful goods and services, our horizon will continue to expand; when such laws and institutions, whatever their alleged purpose, retard and discourage the formation of such mental pictures, these frontiers will necessarily draw in and contract.

"Primarily we in industry are not engaged in making a profit; we are engaged in furnishing goods and services for the benefit of mankind. If you question this statement, consider that during the 13 yrs. previous to 1929, 45 per cent

of all corporations in this country annually operated at a loss and annually produced in excess of \$11,000,000,000 worth of products without a cent of profit. I am not suggesting that a profit is not desirable; I am not suggesting that in the long run it is not absolutely essential if we are to survive; for, after all, the progress of a people, the advance in the standard of living, is nothing but the sum-total of individual profits.

"Too many have come to believe that any idea of foreign origin is necessarily better than one which comes from home. Too many have failed to realize that because a young and vigorous economy enriches itself by absorbing some of the culture of an older civilization, it does not necessarily follow that it makes progress in attempting to apply the social and economic philosophy which may be necessary to an old and worn-down economy to that of a younger and more vigorous nation. Applying the most approved principles of an old man's home to a college gymnasium does not turn out winning teams; permitting the Congress to pattern our laws after those enacted in foreign countries, often in great detail, won't tend to accelerate the pace of our own progress.

Let States Decide

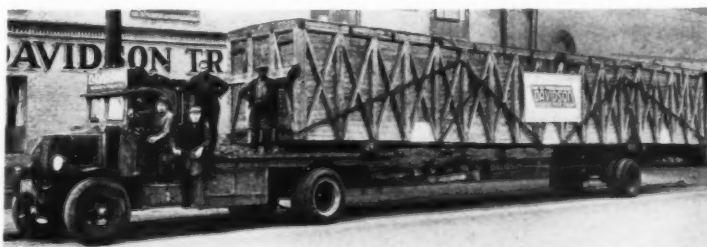
"We need a second declaration of independence, one which asserts that we have at least reached voting age, that no matter how attractive a dogma or an ism may seem in the country of its origin, we will have nothing to do with it in this country until it has been thoroughly tested in the laboratory of public thought. And we need, further, to go back to the old practice of allowing the individual States to try out these foreign doctrines under their own conditions

and among their own people, before enacting them into the laws which affect out people as a whole.

"If left to its own resources, intelligence and initiative to pursue its course to lawful and beneficial objectives, unimpaired by planning boards of vote-seeking politicians, of impractical and ignorant theorists, American business, operating under the traditional policy of free enterprise, will confound the prophets of gloom today with a constantly expanding frontier just as they confounded the similar prophets of 50 yrs. ago.

"Confronted by the fact that during the span of my own lifetime we have produced and distributed to the people of this country . . . more of the good things of life than the human race has produced from the beginning of time up to my time of birth, I cannot believe that we have reached the end, that the future we leave to our children cannot be as glorious as that left to us. To me, the formula for that future, which like that of our physical horizon on a beautiful sun-lit day extends ever onward and outward, has never been better expressed than in the words of Lord Macaulay, penned 110 yrs. ago: 'Our rulers will best promote the improvements of the people by strictly confining themselves to their own legitimate duties—by leaving capital to find its most lucrative source, commodities their fair price, industry and intelligence their natural reward, idleness and folly their natural punishment—maintaining peace, by defending property, by diminishing the price of law, and by observing strict economy in every department of the State.'

"Let the Government do this—the people will assuredly do the rest."



Two years ago, the Davidson Transfer & Storage Co., Baltimore, Md., was given the privilege of storing the largest painting in the world. Recently, this painting was delivered to a special railroad car for shipment to Treasure Island at the San Francisco Fair, to be placed on exhibition there. This painting is the Pantheon de la Guerre and is 402 ft. long and 45 ft. high. It was painted by 28 famous French artists, assisted by more than 100 others, and contains 6,000 life-size portraits of World War heroes and leaders of the Allied Nations.

The painting was packed in a large lift case, 55 ft. long and 7½ ft. high. The case and picture weighed 18,000 lbs. On April 30, the shipment was delivered from the Davidson terminal to the railroad for the transcontinental trip. The painting is reputedly valued at more than \$100,000.

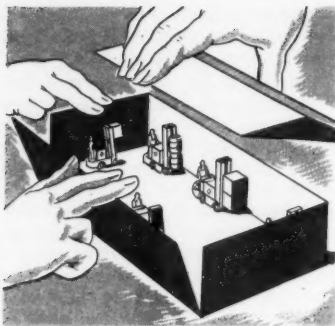


Fig. 1—The warehousing project of Gordon-Sewall, Inc. has literally been designed, organized and built around the idea of fully capitalizing upon the use of power industrial trucks. (Courtesy Elwell-Parker)

THE following is a graphic account of the methods employed by a large, enterprising wholesale grocery concern in the Southwest—Gordon Sewall & Co., Inc., Houston, Texas—to insure continuously low cost, efficient movement of the thousands of items comprising its stock.

It is also a fine demonstration of what *DandW* means by the term "materials handling system," for in this firm's well-planned methods, for transporting wholesale grocery items, it utilizes not only electric fork trucks, but other equipment especially designed for use with them, so that the requirements of storing, handling and distributing merchandise in the modern warehouse may be performed at the lowest possible cost.

Some of this company's materials handling equipment is shown here-with and consists of electric fork trucks, hand lift trucks, platform trucks, portable double-deck racks on wheels, pallets equipped with legs for use with hand lift trucks, motor trucks equipped with permanent supports at the proper height for handling the pallets either with standard lift trucks or electric fork trucks, motor trucks and trailers.

Saves Enough in 2 Yrs. to Pay for Original Investment in

By MATTHEW W. POTTS

Materials Handling Editor, *DandW*

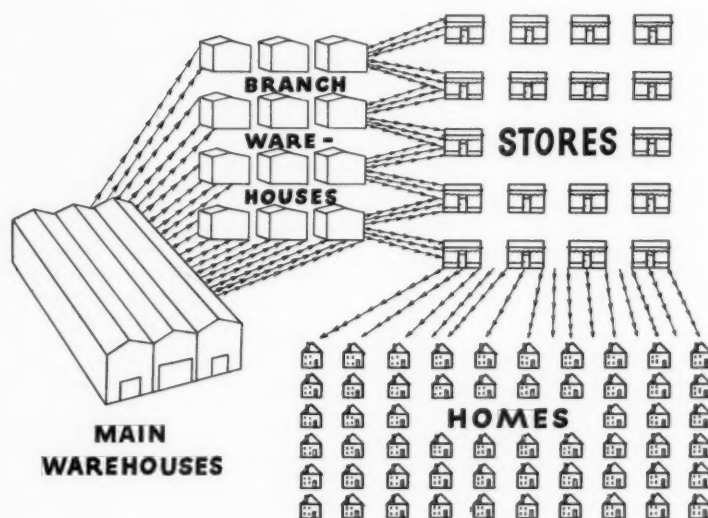


Fig. 2—Graphic presentation of a few of the handling operations required in grocery distribution. (Courtesy Elwell-Parker)

Even their order clerks are mounted on roller skates.

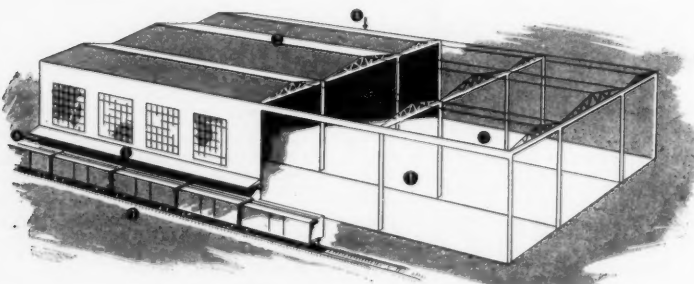
The results obtained by this installation have afforded remarkable proof that efficient distribution of goods all the way to the consumer must begin by creating savings in the earlier steps of load transportation. It is also proved that these economies progress through repeated waves of savings

until the commodity reaches the end of its travels.

Almost everyone feels that his business is different from others, and this has been the thought of many executives in the wholesale grocery business. However, we are finding, by the articles that are presented in *DandW*, that when we talk of "materials handling," the same principle applies in everybody's business, and that the basic principles, of waste eliminating and load transportation, are equally sound anywhere.

The Gordon Sewall company's main headquarters and branch warehouses, in surrounding towns, provide an ideal system for receiving, storing, reclaiming and delivering thousands of grocery items at top speed and low cost. This whole system was carefully planned so as to provide an efficient system of distribution, and figuratively speaking, (Fig. 1) the whole project was organized around the use of power industrial trucks, thus assuring the speedy handling of loads, in large volume, and much

Fig. 3—Diagrammatic sketch of the heart of the distribution system. Numbers 1 to 7 refer to paragraphs in the text. (Courtesy Elwell-Parker)



Mechanized Handling

lower costs than could have been possible by other methods.

Materials handling engineers were consulted in advance, while the project was under way. The materials handling system purchased, as a result, has enabled the owners to realize the operating profits they anticipated in the form of lower costs, through—

(A) the actual handling of merchandise and—

(B) the great new saving of time in each of the many separate motions.

These and other savings which are mentioned later in this article, are of interest to all executives who have a handling problem.

Where it is necessary to tie one or more points of handling together with an efficient system, it is necessary to devise a method of materials handling and then schedule the transportation system, so that it "clicks" with the materials handling system in the warehouse. In this way, it is possible for the merchandise to be "high-balled" from incoming freight cars to retailers' shelves and into the home, at the lowest possible cost.

In the handling of groceries, we are dealing with a commodity which affects the lives of everyone, and as explained in a recent article in *DandW*, "The Last Frontier," it is necessary for us to eliminate as many hand-handlings as possible, in order to distribute merchandise economically.

Just a few of the handlings required in the distribution of groceries is graphically illustrated in Fig. 2, and this illustration refers to the Gordon Sewall company's system. Here, the 2 main adjoining buildings in Houston serve as the general headquarters for the entire project. They represent literally the "nerve-center" of a broad system of receiving, storing and distributing food merchandise. From this center, the lines of distribution radiate through a system of company-owned branch warehouses, to which goods are delivered on pallets by the firm's own motor trucks. (Fig. 7).

The heart of this distributing system is the 2 large adjoining warehouses, fully equipped with complete facilities for handling loads at the lowest cost possible. Both warehouses are alike, and the line drawing (Fig. 3) shows how



Fig. 4, above, Tying pallet-loads to the roof beams gives full financial returns from "air rights" as well as "ground rights." (Courtesy Elwell-Parker). Fig. 5, below, An electric fork truck, high-tiers an incoming pallet-load on sturdy racks of tubular steel. The stock checker, left, speeds about on roller skates.





Fig. 6—At the rear, order pickers stand in a double-deck push truck and select merchandise at various points to fill in orders. (Courtesy Elwell-Parker)

each is laid out and built to facilitate the speedy 3-way movement of merchandise to the loading dock, from box cars; into the building for storage; and out again to road trucks and trailers.

One main building is designed to accommodate both general and selective stocks; and the other is occupied by slower-moving stocks.

The selective stock area of one building is traversed by 3 aisles ex-

tending the entire 375 ft. of building length; and by 3 cross aisles connecting railroad and motor truck docks, respectively.

1. *Floor dimensions.* Each building is 375 ft. long, 225 ft. wide.

2. *Roof, trussed, 3 spans wide.* Center span is 26 ft. wide by building length, and permits 22-ft. usable clearance. Outside spans are 22 ft. wide by building length, and allow tiering to 17 ft.

3. *Switch track.* At one side, the buildings are flanked by a railroad siding accommodating 15 box cars.

Fig. 7—Note the method of supporting the pallet, in the truck or trailer, for delivery between warehouses. This permits unloading by power trucks or hand trucks. (Courtesy Elwell-Parker)



4. *Motor truck loading dock.* On the opposite side of building, motor trucks are loaded with outbound merchandise. Here also, incoming merchandise received by motor truck is loaded directly to pallets by the motor truck lines' employees.

5. *Docks* at each side for receiving and shipping, respectively, run the entire length of both buildings. Docks are of slab concrete, laid flush with warehouse floor and also with the floors of box cars and motor trucks.

6. *Warehouse doors, 9 by 12 ft.*, are spaced apart so that when freight cars are spotted into position and opened, their doors will be exactly opposite warehouse doors. Each load therefore, can be taken directly from car and trucked in, without need for separate spotting of cars.

7. *Aisles and cross aisles* are of varying widths. The widest is 11 ft., 6 in., which allows for 90 deg. placement of pallets; while 7 ft. 6 in. aisles are ample for 45 deg. placement.

All aisles are so located that loads on pallets may be trucked either:

- a—directly across the building from freight cars to motor trucks without intermediate storage;
- b—into the building from either freight cars or motor trucks, and stored in the proper department or section until needed.

—thus proving that while the intelligent use of floorspace is an important element in successful warehouse operation, wise management never restricts aisles to gain a few extra square feet of storage space.

In the unloading of box cars, a few pallets are loaded and transported by hand lift trucks into the warehouse aisles. Immediately a small space has been cleared inside the box car, the electric fork truck enters the car, picks up and removes loaded pallets, and continues the operation, until the cars are empty. Travelling directly from the box car across and into the warehouse, the loaded pallets are placed on the storage aisle, at angles ranging from 45 to 90 degs., as desired (See Fig. 4), so that the pallets may be placed and reclaimed, with a minimum amount of truck maneuvering and the greatest possible saving of time.

Other pallets are placed in "selective stock" groups, and these pallets, containing many packages, but handled as a single load, are tied on steel racks, spaced at 3 levels to permit taking out merchandise at any level, without disturbing the tier or delaying order pickers, by compelling them to climb or over-reach. (See Figs. 5 and 6).

Some 3,000 items of wholesale grocery supplies are included in the "selective stock." In this system, to fill the endless flow of orders, time is an essential element, and the impressive feature of this system is that goods always move forward, and never become tangled up.

Pallet-loads of wholesale grocery commodities, consigned to outlying warehouses, are taken from central warehouse stock by the fork trucks, which travel directly into the motor truck or trailer, before placing the pallet down on fixed racks which hold the pallets, as shown in Fig. 7. There is no manual handling of individual packages.

(Concluded on page 63)

IS THE FOREIGN TRADE ZONE ECONOMICALLY SOUND?



This is the first of the series. Did you read it?

Part 2 of a Series of Articles That Reveal the Unsoundness of the Foreign Trade Zone Act

IN Part 1 of this series of articles on the Foreign Trade Zones Act, see page 10 of the May issue, it was stated that in the next article attention would be paid to reports from foreign free ports, indicating that at these points international trade had not been very successful. However, due to the disturbed conditions abroad and to the fact that the last published reports of consul agents appeared in an issue of 1929, it is felt that any reference thereto should be deferred to a later issue when the same will have attention.

The Warehousemen's Association of the Port of New York, which is seeking repeal or modification of the Act in its present form, because it is considered a serious threat to the welfare of business, claims in a pamphlet to be soon issued that the Act furthermore fails to serve a useful economic purpose. It states that the United States is not geographically or industrially a re-export nation and that part of our foreign trade devoted to domestic exports is in no way benefited.

The warehouse group cites a letter of the Secretary of the Treasury, dated April 6, 1934, to the Chairman of the Committee on Commerce of the United States Senate. This letter seemingly attached no other importance to the law than the possibility of its aiding re-export and trans-shipment business. Even then, the Secre-

tary of the Treasury was cautious enough to state that it "might aid in fostering a growth of the trans-shipment and re-export trade of ports advantageously situated to handle such trade." He stressed the necessity of proper location. "I would suggest that the bill provide that such zones be authorized only when they are advantageously located for the development of the trans-shipment and re-export trade."

The Secretary of Commerce apparently held the same point of view, for in a letter, of the same date as that written by the Secretary of the Treasury, to the Chairman of the Ways and Means Committee of the House of Representatives, he stated: "The establishment of such foreign trade zones is for the purpose of facilitating re-export and trans-shipment trades."

The American manufacturer who uses dutiable imported materials in his products, and exports his finished goods, is adequately protected by the present drawback provisions, whereby he can be reimbursed to the extent of 99 per cent of duties paid. There is no way in which a subsidized foreign trade zone can encourage this type of re-export business.

The American importer has at his disposal an extensive and flexible bonded warehouse and transportation system fitted through years of experience to his every need.

Development of trans-shipment business is one of the professed objectives of the proponents of the Act. As a matter of fact, the business of trans-shipment is primarily concerned with the question of freight rates and trade routes and is not influenced to any appreciable extent by minor conveniences in any port, it is stated in the pamphlet.

Foreign trade zones have been considered for this country time and time again, but never has private capital found any sound justification for investment in them. There could be no better test of their feasibility.

One of the menaces of free ports is the opportunity they provide for the dumping of foreign goods. For example, on March 30, 1924, a dispatch from Berlin pointed out that several thousand unassembled American automobiles were stored in the free port of Hamburg awaiting the abolition of German import duties on foreign engines. This alarmed German manufacturers. Now let us assume that in the Foreign Trade Zone in New York, the same situation arose. Quickly there would spring up in this country a demand to correct a condition that permitted the dumping of these foreign goods on our shores.

All goods are subject to rigid inspection under the laws of the Department of Agriculture, such as the Plant Quarantine Act, which requires the fumigation of cotton, sterilization of seeds, and disinfection of broom corn. There is also the Marking Law and the law prohibiting importations. All goods subject to the various laws can be dumped in the Zone and only upon withdrawal from the Zone do they become subject to the requirements of the laws quoted. Imported goods

(Concluded on page 67)

It Can be done . . .

By F. A. KEELING

Traffic Management's Desire for a Professional Rating Is Making Progress. Councils Formed in Several States Are Leading the Way

IN numerous states, traffic managers have proved the truthfulness of the old adage that "Where there is a will, there is a way." State councils and institutes have been organized and committees have been appointed to prepare bills in which legislative recognition is sought for the traffic profession.

In traffic club meetings, the subject of professionalization has been the major topic for discussion and more articles propagating the professionalization of traffic management have been published in the past 2 yrs. than in all the years previous.

Professor G. Lloyd Wilson in his book entitled "Industrial Traffic Management," chapter 3, not only has ably proved the vocation's worthiness of professionalization, but presents reasons why a professional institute should be organized.

Letters from educators, legislators, businessmen, members of professional groups, transportation experts, traffic consultants, directors of traffic departments of Chambers of Commerce and real traffic managers supply abundant evidence that traffic management is not only worthy of a place among the recognized professions, but that now is the time to place it there.

Surely no one would favor a program that has as its objective, discrimination, extermination, subjugation or politics, clique or one-man administration. But who can oppose a program of organization, education, standardization and elevation? That this is the objective of those actively engaged in propagating professionalization, the published programs, aims, and by-laws of various state committees, groups, councils, and institutes offer abundant proof.

The Utah Traffic Managers' Council was brought into being in 1934, with the object: "to afford traffic men, connected with various business interests in the state, an opportunity to get together once a month and discuss questions and work out problems of mutual concern."

No wonder Utah business men

appreciate traffic management, and no wonder the Utah Citizens' Rate Assn. caused the Traffic Managers' Council to be organized. The parent organization has produced inestimable savings for Utah shippers and the state council, through meetings, keeps traffic managers up-to-date.

The Utah State Council is cited as an example of what a state council can accomplish, even though professionalization and legislation was not the reason for its organization. Because a state council exists and Utah shippers recognize the benefits of expert traffic management, professionalization and legislative recognition of traffic management can easily be obtained and all Utah traffic managers will have a voice in the program adopted. Utah traffic managers say, "It can be done."

Although the Hon. Clyde B. Aitchison of the I.C.C. in 1928 presented a program of education for traffic managers seeking to practice before the I.C.C., still nothing was done by traffic managers, or members of the National Association of Practitioners to assure the Commission that applicants for class B certificates would be required to prepare themselves intellectually and technically so that they would be of service to the Commission.

Men. Unfitted for Practice

Men wholly unfit for such an important and responsible position were admitted to practice because 3 signatures were obtained. The Wagner and O'Toole bills, seeking to confine practice before the I.C.C. to attorneys at law, finally caused traffic managers to see that something had to be done quickly. So, without years of argumentation over the benefits of organization and education, a course of study was prepared and specific entrance requirements were adopted for applicants seeking class B certificates.

However, in 2 states, non-attorneys were barred from practice before the State Public Utilities Commission. In the state of Ohio, traffic managers found that years of propagation were not necessary

in order to bring into being a State Association of Transportation Practitioners. Why was the Ohio association organized? The following quotation from a letter requesting traffic managers to attend a state meeting gives one reason:

"One way to combat the growing tendency to restrict non-attorney practitioners before the regulatory commissions is the formation of state associations, as we have done in Ohio, and it is our opinion that the Ohio association deserves the support of every industrial carrier and traffic man, and in fact, it is essential to the well-being of the traffic profession of Ohio."

It is to be regretted that traffic men in all states did not years ago recognize the benefits offered by state associations, not only to protect the rights of non-attorney practitioners, but also business executives who seek the services of real traffic managers. But, the fact that there is an organization called the Ohio Association of Transportation Practitioners is added proof that traffic managers can organize state associations. Therefore, Ohio traffic managers also say, "It can be done."

From all sections of the United States, the writer has received letters from aspiring young persons who seek to attain their goal in the vocation of traffic management. The goal they seek is, "Recognition or certification that they are real traffic managers."

In a letter from a Mid-Western city, dated April 15, 1940, the writer states, "I have a family to support and unable to attend school, but I can study at home." Surely any program of professionalization of traffic management that excludes such an aspiring person is not worthy of consideration. If the program of the Transportation Institute of Indiana is adopted in all states, provision will be made for men such as my mid-western correspondent.

A letter before me tells of the work of two Indiana traffic managers, nationally recognized as men
(Continued on page 32)

Personnel

Warren P. Watson has been appointed assistant traffic manager of Armour & Co., succeeding the late Ralph Latto. Mr. Watson will be in charge of all traffic involving export, import, coastwise and intercoastal routings.

E. K. Minear has resigned as general traffic manager of Hall Freight Lines, Danville, Ill. He will go to Hegeler Zinc Co., of Danville, in the same capacity. Mr. Minear was general traffic manager of the Hall Lines for the last 5 yrs., and has been active in the transportation field for 18 yrs., a part of which was in private practice before the Interstate Commerce Commission.

Charles W. Trust has been appointed general traffic manager of the steel producing subsidiaries of U. S. Steel Corp. He succeeds William S. Guy, who is retiring after completing 49 yrs. with the subsidiaries and predecessor companies of the corporation.

Mr. Trust has been connected with the traffic departments of Illinois Steel Corp. and Carnegie-Illinois Steel Corp. for 36 yrs. Since 1938 he has been manager of the Eastern traffic division.

The United States Gypsum Co., Chicago, has announced appointments as follows: H. V. King, assistant to the traffic manager; R. B. Eagleston, supervisor of traffic research, and E. M. Wille, supervisor of rates.

James T. Davin, district traffic manager, Bethlehem Steel Co., Chicago, has been transferred to the general traffic department at Bethlehem, Pa. Paul A. Freyer succeeds Mr. Davin, and Ed. Haugh has been appointed rate clerk at Chicago.

A. D. Carleton has been appointed traffic manager of the Standard Oil Co. of Calif., at San Francisco.

W. J. Chisholm, traffic manager of the Woolson Spice Co., has been elected president of the Toledo Transportation Club, succeeding Dan Sanzenbacher, division freight agent of the Nickel Plate Railroad. C. H. Lorenz is secretary-treasurer.—Kline.

Stewart Browne has retired as traffic manager of the Union Bag & Paper Co. J. D. Patterson, formerly traffic manager of the Savannah Port Authority, has succeeded Mr. Browne.

David L. Tilly, president of the New York Dock Co., New York City, has been nominated to succeed C. D. Waters as president of the Brooklyn Chamber of Commerce.

Nicholas J. Edwards is new traffic manager for Calco Chemical Division, American Cyanamid Co., Bound Brook, N. J., succeeding William S. Nevius, who resigned, effective May 1, to become general traffic manager of the Michigan Alkali Co., Wyandotte, Mich., and vice-president in charge of traffic of the Wyandotte Terminal Railroad.

Mr. Edwards is past president of the Metropolitan Traffic Assn. of New York, and present chairman of its board of governors; also a member of the Traffic Club of New York. He has been especially active in the traffic club educational field, and has lectured on traffic matters before many such clubs in the East. He is a member of the Bar of Practitioners before the I.C.C.

Mr. Nevius, besides heading the Newark Traffic Club, has been prominent in the transportation field as a member of the board of directors of the Associated Traffic Clubs of America, and a member of the Atlantic States Shippers Advisory Board. For 3 yrs. he has served as chairman of Newark Traffic Club's educational committee.—Jones.

Albert B. Drake, Lehigh Warehouse & Transportation Co., was elected a director of the Newark (N. J.) Chamber of Commerce at its recent annual meeting.—Jones.

P. C. Hyson has become president and general manager of the Omaha Cold Storage Co., Omaha, Neb., succeeding L. B. Kilbourne, deceased. H. C. Sheridan, for many years sales manager of the company, has been elected to fill the position of vice-president, left vacant by Mr. Hyson's promotion. A new position created by the board of directors was awarded J. L. Gagini, as manager, storage division. The other officers, George H. Zendt, secretary, and J. M. Yowell, treasurer, remain the same.

E. M. Johnson, advertising manager and research director since 1935 of *Traffic World*, has been named manager of the New York Press Assn. and a professor of journalism at Syracuse University. Mr. Johnson formerly headed the department of journalism at the University of Minnesota.—Stanton.

Wyoming Valley Traffic Club, at a recent meeting at Berwick, Pa., elected the following officers: president, Fred A. Bross, district freight agent, Penna. R. R.; vice-president, C. J. Blaker, assistant traffic manager, Hazard Insulated Wire Works; secretary-treasurer, B. M. Bonham, local traffic manager, American Chain & Cable Co., Hazard Wire Rope Div.; directors, W. C. Tiffany, traveling freight agent, Reading Co.-Central R. R. of N. J.; J. P. E. Price, vice-president and general manager, Wyoming Sand & Stone Co.

Traffic Club of Lehigh Valley, at its annual meeting held recently at Hotel Easton, Easton, Pa., elected the following officers: president, Z. Lee Mathers, commercial agent, D. L. & W., Easton; first vice-president, William D. Hughes, traffic manager, Trojan Powder Co., Allentown, Pa.; second vice-president, B. J. Reilly, Reilly Auto Transfer, Phillipsburg, N. J.; secretary, Paul Kocher, traffic director, Binney & Smith Co. and Textile Belting Co., Easton; directors, Joseph M. Christle, Allentown; A. E. Enoch, Jr., Allentown; William A. Kratz, Philadelphia, and Louis M. Beam, Bath, Pa.

Portland (Oreg.) Draymen & Warehousemen's Assn., at a meeting recently held, elected the following officers: president, Glenn Bekins, Bekins Moving & Storage Co.; vice-president, merchandise division, Ellery M. Sills, Sills Truck Service; vice-president, household goods division, Harry B. Gibbs, Sellwood Transfer Co.; secretary, Harry E. Cowgill, Post Special Delivery Co.; treasurer, Willis H. McMurtry, Colonial Warehouse & Transfer Co.; trustees, Earl Wentworth, Holman Transfer Co.; Norris Sewall, Rudie Wilhelm Warehouse Co.; Dave Wilson, Pihl Transfer & Storage Co.; S. M. Gaddis, Hunt Transfer Co.; Ray A. Chapin, Portland Van & Storage Co.; H. J. Swartz, Swartz Transfer & Storage Co.; Preston R. Theller, Oregon Transfer Co., and Willis H. McMurtry, Colonial Warehouse & Transfer Co.

Narry Heads California Council of Institute

W. O. Narry, traffic manager, Richfield Oil Corp., Los Angeles, was elected president of the California State Council, of the American Institute of Traffic Management, at the first annual meeting, held in Los Angeles, May 7.

The Institute was organized for the purpose of elevating the profession of traffic management, similar to that of certified public accountants and other professions. California was one of the first States to organize a Council. This was done about 2 yrs. ago.

It is the plan of the Institute to bring about, through legislation, recognition of the profession of traffic management, through the formation of boards in each State, appointed by the governor, who would set up educational and ethical standards that would not only protect the members of the profession, but the public as well.

The 1941 annual meeting will be held the first Tuesday in May, in San Francisco.

Other officers elected at the first annual meeting are as follows: executive vice-president, L. B. Hughes, assistant general traffic manager, Montgomery Ward & Co., Oakland; district vice-presidents, J. C. Sommers, traffic manager, Stockton Chamber of Commerce, Stockton; W. G. Stone, manager, transportation department, Sacramento Chamber of Commerce, Sacramento; and V. B. Windle, traffic manager, Whitney & Co., San Diego; secretary, B. E. Anderson, traffic manager, California Carloading, Inc., Los Angeles; and treasurer, W. E. Perkins, traffic manager, Aircraft Traffic Assn., Los Angeles.

LaBelle Re-elected President of Minnesota-Northwest Group

The 30th annual meeting of the Minnesota-Northwest Warehousemen's Assn., held at the St. Anthony Commercial Club, Minneapolis, April 18, reelected George LaBelle of the LaBelle Safety Storage Co., president. William B. Carlson of the Central Warehouse Co., was elected vice-president. Ferris B. Martin is secretary-treasurer.

Mr. Carlson in his report as chairman of the merchandise committee, pointed out that with the decrease in tonnage and revenue, it was also found that the cost of handling an order averaged from 40 to 60 cents per order. The cost of same included payrolls, shipping clerks, foremen, telephone, lights, fuel, janitor, office rental, postage, stationery and printing, compensation insurance, and social security. It was also found that the cost of doing business had increased, labor going up 33 1/3 per cent in the past 2 yrs., but with no increase in tariff rates.

"Our secretary," pointed out Mr. Carlson, "has spent considerable time with the Commission, and it is hoped that the warehouse law can be codified and changes made in the law at the next legislature. We also hope to get necessity and convenience in the law at the next session. This has been tried before, but we feel that it is so important that we should take every means to try and have it incorporated in order to eliminate further expansion in the industry."

W. N. Webb

W. N. WEBB, 65 yrs. old, general traffic manager of the Celotex Corp., Chicago, died May 11. Mr. Webb first entered the transportation business as a telegraph operator for the Milwaukee Road, later becoming chief clerk for that system. Then he joined the M. & O. Paper Co., International Falls, Minn. In 1921, when B. G. Dahlberg founded the Celotex Corp., Mr. Webb became associated with that enterprise as traffic manager.

James Nelson Snow

JAMES NELSON SNOW, for the past 25 yrs. a member of the firm of Gardner Storage Co., New London, Conn., died May 2. He was 60 yrs. old. Mr. Snow suffered a heart ailment which caused his retirement from active business more than a year ago.

James Skelton Driver

JAMES SKELTON DRIVER, founder of the Tennessee Terminal Warehouse, Memphis, in 1920, and its president until his retirement in 1938, died April 16. He had been in failing health 2 yrs. He was 48 yrs. old.

Mr. Driver served in the World War, and was honorably discharged as a captain in 1918. He was particularly interested in Red Cross work; was an ardent football and baseball fan and very much interested in aviation and its future.

He is survived by his son, William R. Driver, Memphis; 2 sisters, Mrs. John D. Martin, wife of a Federal judge; Mrs. H. D. Chism, Memphis; 2 brothers, Malcolm E. Driver, Memphis, and Cecil Driver, Hot Springs, Ark.

Adolph J. Napfel

ADOLPH J. NAFEL, 58 yrs. old, and for the last 20 yrs. traffic manager of the Baltimore, Md., plant of the American Smelting & Refining Co., died April 28.

He was born in Baltimore, and began his career in the employ of the Baltimore & Ohio Railroad. He specialized in traffic at an early age; later was associated with the Dexter-Carpenter Co. at New York, and a member of the Traffic Club of Baltimore. Surviving are 2 daughters, a brother and 5 sisters.—*Jones*.

Henry B. Thomas, Jr.

HENRY B. THOMAS, JR., president, Palmetto Compress & Warehouse Co., Columbia, S. C., also president, Tampa Union Terminal, Inc., Tampa, Fla., died at St. Joseph's Hospital, Tampa. He lived at 212 Wendover Road, Guilford, Baltimore, Md., to which his body was brought for burial.

Mr. Thomas was a member of the Order of the Cincinnati, Society of the Ark & Dove, Southern Maryland Society, Maryland Club and the Baltimore Country Club.

He is survived by his wife; 4 sons, Henry B. Thomas, 3rd, Robert Mason Thomas, James Richard Thomas and Andrew Banks Thomas; 2 brothers, Edward McDowell Thomas and J. W. Thomas.—*Ignace*.

James M. Walker

JAMES M. WALKER, founder and president of O. K. Storage & Transfer Co., Memphis, Tenn., died May 6. He was 58 yrs. old.

He was a past president and director of National Furniture Warehousemen's Assn. and one of its organizers. He headed the nominating committee this year.

Mr. Walker was a 32nd degree Mason. Surviving are his wife, Mrs. Mittie Knox Walker; his daughter, Miss Vive Walker; 2 sons, J. Richard Walker and Dr. John K. Walker; and a sister, Mrs. Frank G. Bridges.

New Westbound Intercoastal Service

Consolidated-Olympic Line in early April placed a third coastwise vessel in the Westbound intercoastal trade. J. H. Fay, Los Angeles representative of the line, announced that the A. M. Baxter had been assigned for loading at Norfolk and Baltimore for discharge at Los Angeles and other Pacific Coast ports, with the first sailing date scheduled from Baltimore on May 15. Other coastwise freighters previously placed in this service were the El Capitan and the El Cedro, which were due to leave Baltimore April 15 and 21 for arrival in Los Angeles Harbor May 13 and 20, respectively.

Wright, Dichman and Pugh have been appointed Atlantic Coast agents for the service. The Consolidated-Olympic Line operates docks in the Long Beach end of the Los Angeles-Long Beach Harbor. The firm has also accepted the West Coast agency for Northland Transportation Co., an intercoastal line whose service includes stops enroute from Baltimore at Los Angeles, San Francisco, Puget Sound and summer seasonal service to Alaska.—*Herr*.

WATERWAYS AND TERMINALS

Seaway Assailed as Ruinous Project

The Niagara Frontier Planning Board described the proposed St. Lawrence Seaway and power project as "generally ruinous to American commerce, industry, labor and capital."

In a 140-page report prepared for nationwide distribution, the planning board charged the seaway's "deleterious effects" would far exceed whatever advantage might result from the project.

"Major findings" included that the minimum total cost of the project for both United States and Canada would be about 3 times the cost of the Panama Canal, at least 85 per cent of the United States share would be borne by American taxpayers who could be benefited by the seaway, and American labor, transportation and industry, on the government's estimates of probable seaway traffic, would lose more than \$100,000,000 a year by diversion of business from American transportation systems.

Pulp Prices Score Sharp Rise Since Norway Invasion

Pulp prices have advanced sharply in the first definite movement since German invasion of Norway seriously complicated the world supply situation. With new shipments from abroad suspended, prices for all chemical pulps, with the exception of domestic contract grades, showed increases ranging from a minimum of \$3.50 for imported bleached sulphite to a maximum of \$12 for imported unbleached kraft pulp.

A heavy inquiry from all quarters of the world reached domestic sellers, who continue to make only limited commitments. It is pointed out that with offers of foreign pulp now eliminated, replacement costs will depend entirely on the course of the war in Europe.

The demand for the limited supplies of unsold pulp at shipping points in the United States has been so heavy that consumers have made inquiry for any grade which happens to be available. As a result, both easy bleaching and unbleached imported sulphite are quoted at a range of \$60 to \$70 per short ton. Prior to Norwegian involvement, easy bleached was quoted at \$55 to \$60 and unbleached at \$53 to \$59 per ton.

Imported bleached sulphite, which had been available as low as \$61.50 per ton, was at a minimum range of \$65 to \$75 per ton, recently. Domestic sulphite pulps, sold on contract, were unchanged.

The pulp market, nevertheless, was still considered to be nominal, with the new levels representing the absolute low prices at which sellers would be willing to make commitments. While the advance may have been tempered by moderately heavy supplies which converting mills had built up months ago, a further upward trend in prices is considered possible.

The strength in prices was carried through to soda wood pulp. This grade, used largely for book papers, was in heavy demand, and quoted at about \$60 per ton, up \$2 to \$5. Moderate sales of this grade to England were reported in the market.

The consensus in the trade is that the full effect of a shutting off of Scandinavian pulp exports to this country—if a protracted war develops—would probably not be felt until the fall, since many mills are

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believed to have ample supplies for all needs through the summer. Since replacement costs are the real cause of concern, sellers remain hesitant to offer large quantities of pulp, even at the current higher levels.

Export inquiry from England underlines the fact

that the Scandinavian war has closed the door to Swedish and Norwegian pulp and paper exports to the world at large, temporarily at least. The trade speculated on the possibility of England's commandeering Canada's excess pulp supplies, which would enormously aggravate the supply situation here.

A comparison of representative pulp prices is given in the table below:

Chemical Pulp (On dock, Atlantic Ports)		
	April 1	April 19
Imported sulphite—		
Bleached	\$61.50—\$73.00	*\$65.00—\$75.00
Unbleached	53.00— 59.00	*60.00— 70.00
Imported kraft—		
Bleached	70.00	*73.00
Unbleached	53.00— 57.00	*60.00— 65.00
Domestic kraft—		
Unbleached	49.00— 50.00	*55.00

*Nominal.

\$17,000,000 Harbor Development at Long Beach, Cal.

A major plan of development of Long Beach Harbor, designed to cover a period of 2 decades or more with minor adjustments and which would entail the expenditure of approximately \$17,300,000 has been submitted to the Harbor Commission by consulting engineers.

Vehicular traffic, fleet facilities, correction of beach erosion, warehouse accommodations, open storage space, vehicular parking, flood control protection, break-water extension and all requirements of commercial shipping are covered in the comprehensive report.

The plan contemplates development of the port area east of the entrance channel first; then improvement of the Terminal Island frontage. Tube connections between island and mainland are suggested.

Other highlights include future development of the entire Long Beach frontage on the south side of Terminal Island, with piers 1,200 ft. to 1,800 ft. in length and 700 ft. in width, and waterways between 500 ft. in width, this area to be known as the West Basin.

Transit sheds would have a minimum width of 180 ft. and most of them are to be 200 ft. in width.

The construction of long-term storage warehouses in close proximity to the transit sheds is also planned.

Lease Hoboken Terminal

The Moore-McCormack Lines have concluded arrangements with the U. S. Maritime Commission for leasing of Pier 3, Hoboken, N. J., as the terminal for its cargo ships. Occupancy of the new terminal began on May 1 with the Moore-McCormack Lines withdrawing from Pier D, Jersey City, which it has occupied for 8 yrs.

The company occupies Pier 32, the newest of the city-owned piers on the North River, foot of Canal St., Manhattan; and also operates Pier 15, Brooklyn, foot of Montague St.; and Pier "B," Jersey City, adjoining Pier D. It is the company's plan to use Pier "B" as a terminal for the handling of hides; Pier 3, Hoboken for general cargo; the Brooklyn pier for coffee and general cargo; and Pier 32 for the operation of its big passenger lines in the South American trade, and also general cargo.

Fjell Line Service

The Fjell Line, in connection with its direct service between Great Lakes ports and Europe, has been authorized by the Norwegian shipping and trade mission at London to operate to London and other United Kingdom ports, and pending further clarification of the Norwegian tonnage situation, will discontinue its service to and from Rotterdam and Antwerp, the Great Lakes Transatlantic, Inc., general agents for the line, has announced.

Under arrangements covering all Norwegian vessels, Fjell Line steamers are to be covered against marine and war risks through the Norwegian shipping and trade mission with full P. and I. also provided. It was explained that reinstatement of service to and from Rotterdam and Antwerp will be affected as soon as found practical. The Norwegian authorities, however, have approved maintenance by the Fjell Line of its regular liner service between Great Lakes ports, London and other United Kingdom destinations.

Raw Silk Rates

Conference steamship lines participating in raw silk movement from Oriental ports to the United States now definitely have agreed to make effective as of Sept. 1, rates of \$6 per 100 lbs. on Japan-New York all-water routing, and \$3.50 on shipments from Japan to Pacific Coast ports. The Sept. 1 rates represent increases of 50 cents per 100 lbs. over the current basis and continue to reflect the 66-cent spread in favor of all-water shipment to New York as against the combination of the ocean rate to Pacific Coast ports, plus applicable rail rates overland to the Eastern seaboard.

Chicago Sends First Sulphur Cargo into Lakes

The port of Chicago, early in May, dispatched its first shipload of sulphur to a destination point on the Great Lakes, when the steamer McFarland sailed with 5,000 tons, discharged in eastern Canada.

For many years, Great Lakes consumers of sulphur have been bringing their shipments from the Gulf areas up the Atlantic Coast and thence by New York Barge Canal into the Great Lakes area.

In order to enable competition with this long established routing, the Federal Barge Lines made effective a through rate from Galveston to Chicago of \$4.92 per gross ton on sulphur in minimum barge lots of 1,500 tons. This rate, applicable only on sulphur shipments reaching Chicago for further transportation beyond the port, is making it possible for Chicago as a port to compete with New York as a trans-shipping point of sulphur for consumers of this commodity throughout the Great Lakes.

The steamer McFarland loaded its cargo at the Western Avenue barge terminal which is owned by the North Pier Terminal, the cargo being trans-shipped from barges directly into the lakes carrier.

It is understood that additional sulphur cargoes are to be handled through Chicago to various Great Lakes ports during the navigation season.

Texas Interests Oppose Seatrain

Strong opposition has been voiced to the operations of the new Seatrain Lines service between Texas City and Havana by the Houston Port and Traffic Bureau, coastwise shipping firms and other Houston business interests on the grounds that the Seatrain will draw tonnage from Houston and other Gulf ports through discriminatory freight rates.

Lykes Bros. Steamship Co. of Houston has filed a protest against Seatrain with the I.C.C. asking that body to stop the service until it rules on its legality in the face of the Panama Canal Act.

The first Seatrain of the Havana-Texas City Line docked at Texas City early in April, loaded principally with 100 cars of Cuban raw sugar and molasses. It will be a weekly service between the 2 ports, officials of the company said.

The service is to be extended to New York in June,
(Continued on page 68)



LETTERS TO THE EDITOR

Oregon Tax Information

YOUR pamphlet containing tax information by Prof. John H. Frederick has been received, and we feel a few comments regarding taxes in the State of Oregon are in order.

It is stated that an incorporation fee of \$50 is required and an annual license of \$200 a year thereafter, implying that it is necessary for all firms incorporated in some other state to domesticate and pay this levy. While the statutes of Oregon contain such a law and no one can be blamed for quoting it, it happens that certain court decisions have otherwise affected it and only a very few foreign corporations are required to so domesticate. This means that while the law is definite for all practical purposes, due to exceptions made through the Supreme Court of our State, very few firms wishing to warehouse in Oregon need comply. This will eliminate the filing fee and license tax as shown.

There is also on the books a corporate excise income tax, which, as stated, requires all corporations, whether foreign or domestic, to pay on their net profits. However, the Oregon State Tax Commission has wide discretion in this matter, and again, very few firms warehousing in Oregon are subject to this excise. Among the many exceptions, for example, is the one that eliminates the income tax where dealings are through brokers.

In fairness to firms seeking information we feel that they should be notified of these facts and that in most cases only the ad valorem personal property tax will be charged on such goods as are on hand as of Marst 1st only of each year.—R. A. Paulson, President, Standard Warehouse Co., Portland, Ore.

The California Sales Tax

POPULAR misapprehension exists that the California sales tax is avoided on merchandise purchased from out-of-state corporations, shipped direct to consumers within the state. For this reason, shippers of merchandise into California should be familiar with the state's Use Tax Act. This Act, supplementary to the California Retail Sales Tax Act, has as a chief purpose the equalization of tax burdens between those who purchase merchandise within the state, paying sales tax thereon, and those who purchase merchandise from without the state.

The income of out-of-state corporations, not qualified in California, but conducting sales operations there, is subject to the California income tax. Sales of corporations in this category are subject to the Use Tax, as distinguished from the Sales Tax, levied on sales of qualified corporations. Thus, the California purchaser pays one or the other tax, but never both.

Qualified corporations obtain retail sales tax permits, bill customers plus sales tax—so the purchaser need not file a report of the purchase. Customers of corporations not licensed as retailers have responsibility for filing such reports of purchase, use or consumption, to the state taxing agency, paying the required tax thereon.

The purchaser who accepts delivery at an out-of-state point, transporting the merchandise to point of use or sale within the state, does not evade the Sales

or Use tax, since the Use Tax Act provides that such purchases are taxable, notwithstanding.

Many alert out-of-state corporations, selling within California through representatives, local agents, or delivering from stocks within the state, wishing to save vexatious burdens on customers, register as retailers under Section 5, of the Use Tax Act, even where doubt may exist as to the requirement for such registration. Thus, their customers are not obligated to make these returns or pay these taxes. Such registered corporations, in shipping into California, bill their customers at the selling price plus the 3 per cent for the Use Tax.

In billing within-state customers for merchandise shipped direct from out-of-state, freight charges should be shown separately so that the Use Tax is not computed thereon. Obviously, such separation of freight charges is not possible where the merchandise has been freighted to spot-stock points within the state, then delivered in lesser quantities to customers from the spot-stock.

The validity of the California Use Tax Act was upheld by the California Supreme Court, Jan. 30, 1939, in the case of the Felt & Tarrant Mfg. Co. vs. Gallagher, 306 U.S., 62, 83 L.Ed. 488.—I. W. Hamilton, Vice-President & General Manager, Pacific Commercial Warehouse, Inc., Los Angeles.

Books to Read on Materials Handling

I WOULD appreciate your help in locating books on materials handling that have been published, their price, and any other information you may have available.—Pierre Fort, Streator, Ill.

One of the most extensive books on materials handling, possibly more than you need for your work, is "Mechanical Handling and Storing of Material," by G. F. Zimmer. This is published by D. Van Nostrand Co. The newest edition is dated 1922; the price is \$15.

Another book is the "Material Handling Cyclopedia," published by Simmons-Boardman Publishing Co., Woolworth Bldg., New York City. The latest issue is 1921. Net price is \$15.

"Moderate Materials Handling," by S. J. Koshkin, M.E., and published by John Wiley & Sons, Inc., New York, in 1932, is another book which might be of interest. The net price is \$6.

There is a section of Materials Hoisting and Conveying Machinery, by C. Kemble Baldwin, M.E., in the Mechanical Engineers' Handbook, published by McGraw-Hill Book Co., New York City.

There is also a materials handling section, written by M. W. Potts in the "Cost and Production Handbook," published by the Ronald Press Co., New York City, in 1934. Mr. Potts, who is materials handling editor for *DandW*, also prepared for the La Salle Extension University, Chicago, the "Traffic Management Manual 29, Industrial Transportation Facilities" which is a part of the traffic managers' course of the university.

FROM The Capital

Pa. Truck Law Upheld by Supreme Court

Because it is a size and weight regulation, the Pennsylvania law forbidding the carrying of automobiles in truck-trailer convoy racks over the cabs of trucks, falls within the state's power and therefore is valid, the Supreme Court of the United States held in a decision of April 22. The Pennsylvania act had been attacked by the I.C.C.

The Commission stated that if it were held constitutional, it would mean a gradual whittling away of the Commission's safety requirements under the Federal Motor Carrier Act, give a diversity to and foster state regulations governing the operations of the trucking industry, and burden operations in interstate commerce of hundreds of thousands of vehicles.

Meeting the attack that the state law conflicts with the Federal law, the decision, written by Justice Stone, said that the latter act "imposes no duty and confers no authority" on the I.C.C. to regulate the size and weight of vehicles.

The decision may have far-reaching effects respecting Federal regulation of the size and weight of trucks engaged in interstate commerce. Nevertheless, the Commission will proceed with its extensive investigation regarding regulation of sizes and weights of common and contract carriers engaged in the transportation of passengers and common, contract and private carriers engaged in the transportation of property in interstate commerce. The matter of such regulation will be left with Congress, in view of the decision. The court decision would make necessary, amendment to the Motor Carrier Act if Federal regulation of size and weight is undertaken.

Transport Bill Rejected by House

On May 10, the House of Representatives rejected a conference report on the Wheeler-Lea transportation bill, S.2009. By a roll call vote of 209 to 182, the House sent the bill back to conference and, according to leaders in that body, ended chances of passing a transportation bill at this session of Congress.

The motion to recommit, made

by Representative James W. Wadsworth, New York, Republican, instructed the conferees to report the bill back with 3 amendments, namely:

1—A guarantee that no railroad consolidations or abandonments of service will be allowed if they cause unemployment.

2—A provision assuring agricultural exports the same reduced rail rates granted industrial products for export.

3—A prohibition against any carrier reducing rates below a point of "compensatory return" on its investment.

Recommitment of the conference report was a victory for the "Big Five" railroad brotherhoods, advocates of water carriers and agriculture. The bill would unify regulation of railroads, inland and coastal water carriers and buses in the I.C.C., whose authority over rates would be considered broadened.

Mr. Wadsworth and Representative Lindsay Warren (D., N. C.) denounced the bill as a measure through which railroads would profit at the expense of water carriers.

Chairman of the Conference Committee, Clarence F. Lea (D., Cal.) co-sponsor of the bill, argued that amendments sponsored by Representatives Wadsworth and Jones (regarding agriculture) were unworkable. He said that the Harrington proposal which would bar consolidations that resulted in unemployment should be the subject of separate legislation. The "Big Five" railroad brotherhoods, demanded the Harrington amendment.

Federal Action on Trade Barriers

After numerous failures to solve the problem of interstate trade barriers through joint action by the states, Federal intervention—indirectly—has been proposed and votes on Capitol Hill are being organized back of the move.

"The United States is disintegrating into a Balkanized mesh of trade barriers which is stifling trade, halting the exchange of goods and thereby contributing greatly to unemployment," the Unemployment Conference of the

House was told in a report from its subcommittee on Interstate Trade Barriers.

Representatives Clyde T. Ellis and Joshua L. Johns, joint chairmen of the committee, sounded the warning that positive steps must be taken without delay to restore free trade between the States. Free trade between States, they reminded, has made possible the high standard of living which has been historic in the United States.

The weapon proposed to be used is the implement which Congress has found an effective means to impose its will on States—Federal money. Suggested is an amendment to the Federal aid to the highway law so that no State could participate in its benefits until it had adopted a uniform highway law or code reflecting Congressional draftsmanship.

The Conference on Unemployment is a group of 70 Congressmen who organized 2 mos. ago for a study of the unemployment problem. The sub-committee on interstate barriers named as Point 2 in a 4-point statement of the ills blocking commerce and increasing unemployment: "Highway barriers, with ports of entry at State lines, fees and taxes on trucks, and harassing laws or regulations relative to use of highways."

Set up as Point 4 was: "The monumental barrier to trade created by the freight rate structure which makes rates in territory South of the Ohio River 40 per cent higher than North and Western freight rates, 71 per cent and 75 per cent higher than in territory East of the Mississippi and North of the Ohio Rivers."—Butler.

Railway Express Denied Review by I.C.C.

The I.C.C. has denied a petition for reconsideration and reargument of its decision on the status of the Railway Express Agency, MC-66562.

In its decision, the Commission ruled that over-the-road truck operations of the Express Agency were subject to regulation under the Motor Carrier Act. The Agency has contended it is subject only to the railroad section of the Interstate Commerce Act, and that none of its operations are subject to the motor carrier law.

Motor TRANSPORTATION

Private Carriers Under Safety Regulations

Private carriers engaged in interstate and foreign commerce will be subject to the same safety regulations as common and contract carriers on and after Aug. 1, under a ruling of the I.C.C., dated May 1. Exceptions were granted farmers and truckers of farm produce, and also to driver-salesmen.

In its findings of fact the Commission estimates that about 750,000 vehicles will be subject to the new order. This is about 20 per cent of all private carriers, which number about 3,500,000, the greater part of which are engaged in intrastate commerce.

The safety regulations cover the qualifications of drivers, the driving of vehicles, necessary parts and accessories, hours of service of drivers and inspection and maintenance of vehicles.

Since the Commission's ruling on Dec. 23, 1936, regulating common and contract carriers, 36 states have adopted the regulations in whole or part. The same procedure probably will be followed with regard to private carriers so that it will be only a matter of time before practically all of them are subject to safety regulations.

In its review of the proceedings, the Commission indicated that it will be necessary to ask Congress for an appropriation to make it possible to enforce the order.

Credit Collections Being Enforced

Under the terms of a recent enforcement program, the credit and collection methods of Pacific Coast motor truck operators received rather rigid criticism early in April. C. W. Ferguson, senior attorney of the regional office of the Motor Carrier Bureau announced the assignment of a corps of investigators to search for violations of the "7 and 7" provisions of motor carrier regulation.

Mr. Ferguson pointed out that under the terms of the Federal regulations motor carriers have a period of 7 days in which to render their bills for transportation service and an additional 7 days in which collection of the charges must be made.

If an account is allowed to remain open longer than the 14-day period and additional service in transporting freight is rendered, the carrier is subject to heavy penalties.

"We know," Mr. Ferguson said, "that many of the motor carriers have been under heavy pressure from some shippers for extra time beyond the 14-day period. Various excuses are given, including the supposed delays which come from accounting practices. We know also that the railroads have succeeded in establishing quick collection of their freight charges and there is no reason why the trucking firms cannot do the same."

Although not required by the terms of the motor regulations, Mr. Ferguson said that an adequate period of warning will be given the trucking companies, after which proceedings will be instituted against offending lines.

The program of enforcement of credits and collections will be extended simultaneously throughout California, Washington, Oregon, Nevada and Arizona.—*Brouthers.*

\$25,000,000 Truck Merger in East

The Transport Company, a Delaware corporation, has been formed to merge trucking companies operating from Maine to Georgia, in Tennessee and as far West as Pittsburgh, according to B. M. Seymour, the president of the organization. The company will be capitalized at \$25,000,000. Gross earnings of the 20 subsidiaries is about \$40,000,000 per year. Net earnings after taxes in 1939 amounted to \$3,000,000.

The new company is to sell about \$12,000,000 of common and \$100 par convertible preferred stock through a syndicate headed by Kuhn, Loeb & Co. A substantial amount of the stock is to be issued to the owners of the merging companies. Applications for approval of the acquisitions have been filed with the I.C.C.

Mr. Seymour is president of the Terminal System, Inc., and the Yellow Products Corp., both formerly controlled by the General Motors Corp. M. W. Potter, former member of the I.C.C., has been temporary president of the Transport

Company. Charles E. Cotterill is general counsel, and Coverdale & Colpitts are its consulting engineers.

Among the operating companies to be included in the new organization are the Horton Motor Lines, Charlotte, N. C.; Consolidated Barnwell Brothers, Burlington, N. C.; Arrow Carrier Corp., Paterson, N. J.; Brooks Transportation Co., Inc., Richmond, Va.; York Motor Express, York, Pa.; Motor Haulage Co., Inc., New York City; Super Service Co., Nashville, Tenn.; Kirby & Kirby, Trenton, N. J.; Mundy Motor Lines, Roanoke, Va.; Branch Transportation Co., New York; Transportation, Inc., Atlanta, Ga.; R. F. Terminal and Warehouse Co., York, Pa.; Consolidated Motor Lines, Inc., of Connecticut and Massachusetts, and United Sales and Mfg. Co.

The 20 companies in the merger operate about 14,000 trucks and employ 30,000 persons.

Michigan Signs Pact With Nebraska and West Va.

Michigan's State Reciprocity Board announces the signing of a highway agreement between Nebraska and Michigan which has already become effective, adding to the growing list of states so designated.

It also is confirmed that the temporary reciprocity agreement between Michigan and West Virginia which had expired on April 24, has been extended by the officials of both states to June 1, 1940. It is hoped that a permanent agreement will be completed by that time.

Agreements of this kind between Michigan, Iowa and Florida are completed, it is announced, but are awaiting signatures of officials of these states. Michigan and Minnesota problems were scheduled to be discussed at a meeting of motor vehicle commissioners in Des Moines, Ia.

Difficulties have arisen between officials of Michigan and New Jersey, it is stated, which threaten to affect the operations of Michigan trucks in that eastern state. Manager Smith of the Michigan Trucking Assn. declared he hoped to bring about an amicable agreement between these states in a meeting at Newark, N. J.

It Can Be Done

(Continued from page 24)

who know traffic management. They are actively engaged as traffic managers and practitioners before the I.C.C. Men who could say, "yes" and more truthfully say, "We haven't the time to consider a professional institute or the education of aspiring young persons who seek to attain their goal in the so-called traffic profession." Their names are: F. A. Doebber, traffic manager of the Citizens Gas & Coke Utility and executive vice-president of the Associated Traffic Clubs of America, and H. A. Hollopeter, director of traffic, Indiana State Chamber of Commerce, also instructor of traffic management, Butler University, a position formerly held by Mr. Doebber. Both of these men, however, found the time for educational and organization work, and now Indiana traffic managers can also say, "It can be done."

Indiana Institute Has 3 Grades

The Transportation Institute of Indiana has 3 ranks or grades of membership. The first is an associate membership. In this, the applicant must have had at least one year actual experience in traffic and transportation work and shall be actually engaged at the time in industrial or commercial traffic work. He shall be recommended as being a student of transportation matters, ambitious to broaden and extend his capabilities, interested in promoting the standing of the traffic profession, of good moral character, and of unquestioned reputation for honesty and integrity.

The second rank consists of junior members and consists of those who have had at least 5 yrs. actual work in traffic and transportation, and are at the time of their admission to membership, actually in charge, or holding a position of substantial responsibility in the traffic department of an industry or commercial organization and meet the requirements of an associate member.

The third rank consists of members who have been admitted to practice before the I.C.C. and are in good standing in the Commission Bar and meet the requirements for junior and associate members. Members are being exhorted to weigh carefully the qualifications of applicants whom they might bring in, particularly as to character, reliability, honesty, etc.

The activities committee of the Indiana group is outlining a course of study or self-help for the associate and junior members that should enable them to equip themselves for the higher rank and for actual qualifications as practitioners.

Two widely known traffic managers, interested in assisting aspiring young persons, such as my mid-western correspondent, have prepared a self-help or home-study course. Would that every state would adopt this program of assisting young persons so as to elevate traffic management through organization and education.

Aims of Missouri Group

The Missouri Society of Certified Industrial Traffic Managers in its published by-laws, gives as the objects of its formation the following:

"The society is incorporated for the purpose of elevating and maintaining the standard of proficiency, integrity, and character, and promoting and protecting the interests of industrial traffic managers; also of cultivating a spirit of professional cooperation among its members."

This state society has made provision for local chapters and the published by-laws of the Kansas City Chapter can well be adopted by local groups where state societies have been formed.

Above all, let it be remembered that this society was organized in the home of C. D. Ninas, who with eleven interested traffic managers attended the first meeting. However, they had a mind to work, and greatly enlarged quarters were necessary for subsequent meetings. Missouri traffic managers also say "It can be done."

Before me is a large envelope bearing the return address: California State Council, American Institute of Traffic Management, Suite 917, Pacific Electric Bldg., Los Angeles. Enclosed in this envelope was a printed booklet bearing the title, "Constitution and By-Laws, California State Council, American Institute of Traffic Management"; also a copy of a document bearing the title "An Act to Create a State Board of Industrial Traffic Management and prescribe its duties and powers; to provide for the examination of an issuance of certificates to qualified applicants with the designation of Certified Industrial Traffic Manager; and to provide the grade of penalty for violations of the provisions hereof." The letter also bears the information that the State Council was "organized for the purpose of elevating the profession of traffic management." R. F. Shackelford, traffic manager, Ellis Klatscher & Co., Los Angeles, was elected the first president. On May 7, 1940, new officers were elected, which see elsewhere in this issue.

California Groups Active

Certainly much praise is due the efficient organizing committee consisting of members of the following traffic and transportation organizations:

Los Angeles Traffic Managers' Conference.
Los Angeles Transportation Club.
Western Traffic Conference.
Women's Traffic Club of Los Angeles.
The Rail and Water Club.

The writer has repeatedly stated that "To elevate traffic management to its rightful place among the recognized professions is an endeavor worthy of the support of all transportation publications and organizations."

California transportation publications and organizations concurred in this view, and after one year, California traffic managers can say, "It can be done." A California State Council of the American Institute of Traffic Management is a present reality.

Is it within the constitutional power of a State to recognize traffic management? This is what the proposed legislation in numerous States is seeking.

So. Carolina Legislation

Certainly the members of the South Carolina Legislature in passing the Mazingo Concurrent Resolution, House Mazingo No. 6, dated April 12, 1938, considered the constitutionality of such legislation. And Senator James P. Mazingo III, able and worthy member of the South Carolina bar, surely considered, that is, if such consideration was necessary, the constitutionality of the resolution he was presenting to the legislative assembly of his State.

However, the following decision of a Western State legislator is in agreement with other statements upon this subject found in letters bearing the seals of various States.

"Relative to the movement which has been launched to obtain professional recognition for those engaged in traffic management: Out of my many years' experience as a commissioner and as a litigant before the I.C.C. as well as acting in a co-operative capacity with the members of the Federal Commission, I fully realize the merits of this movement and assure you that if there is any way I can be of assistance, it will afford me pleasure to serve you. The work of the traffic manager is just as technical and requires equally as much ability as that of the attorney and there is no reason why recognition should not be accorded the profession."

In the beginning of this article, I stated that letters from educators, legislators, business men, members of professional groups, transportation experts, traffic consultants, directors of traffic departments of chambers of commerce and real traffic managers, supply abundant evidence that traffic management is not only worthy of a place among the recognized professions, but now is the time to place it there. For this reason,

(Concluded on page 75)

Factories ON THE MOVE

IN line with a recently announced \$2,000,000 expansion program, the Aluminum Co. of America has acquired 30 acres of land adjoining its present plant at 5151 Magnolia Avenue, Vernon, Cal., as the site for additional buildings to manufacture aluminum rivets and extruded shapes used in aircraft parts and other industrial uses. The enlargement will provide the company with a capacity of 200,000 lbs. per month. The new acreage includes part of the land formerly owned by the Superior Mfg. Co. Work on the new buildings is scheduled to start in June. The present plant, comprising foundry, forge, pattern and die shops, occupies 15 acres.—Herr.

Plans have been completed for the acquisition by United Aircraft Products, Inc., of Dayton, Ohio, of the Aircraft Precision Products, Inc., plant at 2928 Santa Fe Ave., Los Angeles, at which hydraulic equipment, landing gear struts, actuating systems, valves, and pumps are produced. The Dayton firm heretofore has confined its manufacturing schedule to temperature regulators, valves, pumps and fuel systems.—Herr.

Menasco Mfg. Co., 6917 McKinley Ave., Los Angeles, has appropriated \$200,000 for new machinery and equipment in its Antioch foundry division and the plant for manufacturing aircraft precision machine work.—Herr.

Holister Coil Spring Mfg. Co., now occupying temporary quarters at 650 E. 60th St., Los Angeles, has let contract for a new plant at 7100 Avalon Blvd. The new brick structure, with 16,000 sq. ft. of floorspace, is due for completion June 15.—Herr.

Josselyn's, candy manufacturers of Baltimore, will move to new quarters, which have been secured at 805-807 East Fayette St., where interests identified with the firm have purchased the 4-story building. Extensive improvements and remodeling will be made, including installation of new equipment. The firm now operates at 704 N. Durham St. This concern now has distribution of its confections on the entire Eastern seaboard, from Maine to Florida and also in mid-western territory, and has sales representatives in such key cities as New York, Philadelphia, Boston, Charlotte, N. C., Chicago and other cities.—Ignace.

The Crown Cork & Seal Co., Inc., Eastern Ave. & Kresson St., Baltimore, has now under construction storage buildings, one being 60 by 190 feet, and the second 80 by 150 feet. Both, when completed, will be used for storage of cork. The company's most important recent expansion has been the completion of its new cork grinding division.—Ignace.

The Owens-Illinois Can Co., is building additional storage space for tinplate for its Baltimore plant at Boston St. and Linwood Ave., Baltimore.—Ignace.

The Wolfe & Mann Mfg. Co., 312 South Hanover St., Baltimore, manufacturer of electrical switchboards and panelboards, steel cabinets, etc., plans by the first of July to occupy the 2-story factory building now being erected at 2720 Sisson St. The new structure is 60 by 139 ft.—Ignace.

The White Company, 3200 East Biddle St., Baltimore,

manufacturer of paints, varnishes, enamels, industrial coatings, etc., has under construction a 2-story factory building, 66 by 106 ft. Upon the completion of this structure, the company plans the erection of a second addition which will be a 3-story building of approximately 100 by 150 ft. The new construction will permit an increase of almost 25 per cent in output, the demand being in excess of the present production capacity.—Ignace.

The Chase Brass & Copper Co., Inc., subsidiary of the Kennecott Copper Co., will move its Baltimore branch from Lombard and South Sts., to a new warehouse structure to be erected at 1315 Key Highway. The company has, it is said, negotiated a lease for 10 yrs. with the owners. The new structure will afford enlarged storage space for brass and copper products and for offices of the concern. It is scheduled for occupancy about Sept. 1. It will, when completed, provide much better and greater facilities for the company operations in this territory which it serves.—Ignace.

Faber Iron Works, 529 Hudson St., New York, fire escapes, iron treads and kindred products, has acquired building at 311 W. 17th St., for plant.

Harnischfeger Corp., Milwaukee, cranes, hoists, derricks, etc., has leased former works of Atlan Steel Co., Lister Ave. & Chapel St., Newark, N. J., comprising several buildings, totaling 25,000 sq. ft. of floorspace, with 2½-acre tract adjoining, for new Eastern branch plant.

Vitagen Corp., Woodward Bldg., Washington, plans new commercial fertilizer plant near Orlando, Fla., comprising several one-story production units, with all departments mechanized; storage and distribution buildings and other structures. Cost over \$200,000 with machinery. V. C. Babcock, engineer for Organo Corp., Orlando, which is interested in the project, will be in charge of erection.

Emerson Electric Mfg. Co., 1824 Washington St., St. Louis, motors, fans, etc., has let general contract for new plant on 22-acre tract on West Florissant Ave., recently acquired. Cost over \$100,000 with equipment.

Handland, Inc., St. Louis, L. C. Kuehner, president, railway equipment and supplies, is erecting one-story factory at 611 So. 1st St., containing about 25,000 sq. ft. of floorspace. Cost more than \$60,000 with equipment.

Johns-Manville Corp., 22 E. 40th St., New York, has acquired former plant of Iron City Sanitary Mfg. Co., Zelienople, Pa., idle for about 10 yrs., and will modernize for production of refractory cements and kindred products.

Vonnegut Hardware Co., 120 E. Washington St., Indianapolis, will award contract soon for new 2-story and basement storage and distributing building, 160 by 240 ft., at Pearl, Maryland and Missouri Sts. Cost over \$160,000 with equipment.

General Engineering & Drydock Co., foot of Fifth St., Oakland, Cal., plans expansion and improvements in shipbuilding and repair plant, including several one-

(Concluded on page 76)

..... THE PARADE OF

New Products

CONTINENTAL CAN CO., 100 E. 42nd St., New York, plans one-story addition 125 by 200 ft., to branch plant at Syracuse, N. Y. Cost over \$80,000 with equipment.

Permatex Co., Inc., Ave. Y & East 18th St., Brooklyn, N. Y., automobile chemical products, has let general contract for 3-story addition. Cost about \$90,000 with equipment.

Hudson Oil Co., Inc., 254 Doremus Ave., Newark, N. J., has let general contract for one-story addition for expansion in packing, storage and distribution departments, including dock, 90 by 90 ft., for shipping. Cost over \$70,000 with equipment.

Lew Mfg. Co., 221 Huntington Ave., Providence, R. I., automatic metal pencils and other metal specialties, has let contract for 2-story addition, 35 by 50 ft. Cost close to \$45,000.

Walker Chemical Corp., 171 Westminster St., Providence, R. I., has approved plans for new plant at Carolina, near Wood River Junction, consisting of 7 one-story buildings and a 3-story structure. Cost over \$60,000 with equipment.

American Viscose Corp., Delaware Trust Bldg., Wilmington, Del., has asked bids on general contract for extensions and improvements in branch mill at Roanoke, Va. Cost over \$50,000 with equipment.

General Dyestuff Corp., South Blvd., Charlotte, N. C., dyes and chemicals, plans one-story factory branch, storage and distributing plant on Wilkinson Blvd., totaling 50,000 sq. ft. floorspace. Cost over \$60,000 with equipment. Main offices are at 435 Hudson St., New York.

Brown Stove Works, Inc., Cleveland, Tenn., is erecting 2 one-story additions to double present floor area. Cost over \$50,000 with equipment.

Butler Mfg. Co., 7400 E. 13th St., Kansas City, Mo., steel tanks, bins, prefabricated buildings, etc., has let general contract for 2-story addition, 45 by 290 ft., for expansion in machine shops, storage and distributing departments. Cost over \$85,000 with equipment.

Duquesne Brewing Co., South 22nd St., Pittsburgh, has asked bids on general contract for one-story addition, part of structure to be used for new air-conditioning plant. Cost over \$40,000 with equipment.

Rochester Packing Co., 900 Maple St., Rochester, N. Y., meat packer, plans one-story addition, including new boiler house. Cost over \$50,000 with equipment.

Metal Box & Cabinet Co., 4729 W. Kinzie St., Chicago, has let general contract for one-story and basement addition, 120 by 150 ft. Cost over \$65,000 with equipment.

Doughboy Mills, Inc., New Richmond, Wis., E. J. Cashman, president, plans one-story soy bean crushing plant in connection with soy bean oil mill. Cost over \$75,000 with machinery.

Crane Co., 4100 S. Kedsie Ave., Chicago, has let gen-

eral contract for one-story addition for storage and distribution. Crane runway will be installed. Cost over \$50,000 with equipment.

Giddings & Lewis Machine Tool Co., 142 Doty St., Fond du Lac, Wis., machine tools and parts, has engaged architects to prepare plans for one-story addition. Cost over \$75,000 with equipment.

George M. Peet Packing Co., Chesaning, Mich., meat packer, plans one-story addition. Cost close to \$100,000 with equipment.

Wilson-Martin Division of Wilson & Co., Swanson St. & Snyder Ave., Philadelphia, refined oils, has asked bids on general contract for one-story addition and improvements in present plant; also for extensions and improvements in boiler house. Cost over \$50,000 with equipment.

Markel Electric Products, Inc., 145 Seneca St., Buffalo, electric specialties, has let general contract for one-story addition. Cost close to \$45,000 with equipment.

American Oil Co., American Bldg., Baltimore, plans one-story building for bulk oil storage and distribution at Curtis Bay. Cost about \$40,000 with equipment.

Universal Overland Express, Inc., 27 Tudor St., Cambridge, Mass., plans 2-story machine shop, 60 by 180 ft., on McGrath Highway, for motor trucks and equipment. Cost close to \$50,000 with machinery.

New Haven Pulp & Board Co., 259 East St., New Haven, Conn., has let general contract for one-story addition, 33 by 155 ft., for storage and distribution, also improvements in present plant building. Cost about \$40,000.

Brunswick Pulp & Paper Co., Brunswick, Ga., has approved plans for expansion and improvements, including additional equipment to increase capacity about 25 per cent. Cost about \$250,000 with machinery. Company is a joint interest of Mead Corp., Chillicothe, Ohio, and Scott Paper Co., Chester, Pa.

Kentucky Macaroni Co., 2521 So. Floyd St., Louisville, food products, will award general contract soon for 5-story and basement addition, 100 by 145 ft. Cost close to \$150,000 with machinery, conveyors and other equipment.

Celotex Corp., Marrero, near New Orleans, insulating board, wall board and kindred products, has let general contract for one-story addition, 196 by 200 ft., for storage and distribution. Cost over \$60,000 with equipment. Main offices are at 919 No. Michigan Ave., Chicago.

Interstate Oil Refining Co., Sherman, Tex., plans one-story building, 150 by 250 ft., for bulk oil storage and distribution, with tanks, pumping unit and other facilities. One-story service and garage building, 40 by 163 ft., will be built on adjoining site for motor trucks. Cost about \$85,000 with equipment.

Graugnard's Baking Co., 13th & L Sts., Galveston, (Continued on page 78)

FROM THE

LEGAL

VIEWPOINT

Validity of Whse. Receipt with Limited Liability

LEGAL EDITOR, *DandW*: We have 3 important legal problems for presentation, as follows: Your comments in *DandW* for April, 1940, were interesting in that you cited a case in which the court held that a clause in a warehouse receipt is void which limits the warehouseman's liability, unless the warehouseman requires the owner to declare a greater value and pay a higher storage charge. Our first question is whether a warehouse receipt is valid which limits our liability to 500 times the base storage rate unless an excess value is declared by the owner. In our receipts we specify the amount of the extra storage charge. Also, assuming that the receipt contains a stipulation that we are not liable for loss of or damage to stored goods caused by Act of God, strikes, riots, and the like, such as mice, moths, etc., and that the goods are stored at the owner's risk, the question is: can we be held liable for damage to goods resulting from accidental leakage from an automatic sprinkler system, and who has the burden of proof? Does the owner have to prove negligence on our part?

The other question relates to the right of the insurance company to collect from the warehouseman the amount of the insurance which it may have to pay to the owner of the goods in event the loss results from negligence of the warehouseman. Also, suppose that the goods contain moths when the same come into the warehouse; are we liable for the damage caused thereby?—Reader.

Answer: The higher courts have consistently held that a warehouseman is liable for all losses resulting to owners of goods caused by negligence of the warehouseman. Moreover, the fact that the warehouseman prints a clause on the receipt limiting the lawful liability, is not important, because the courts hold that no one can in this manner avoid liability through contracts in which the owner agrees to relieve the warehouseman from losses resulting from negligence of his employees. Of course, if the storage rate is reduced in consideration of the limitation clause, the courts hold that this is a valid contract.

However, it is my opinion that your clause would not be held valid because by its inclusion you merely require the owner to pay an additional amount to secure the protection that the law offers to him. Nevertheless, it can be argued from

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your standpoint that your basic storage charge is in consideration of the reduced liability and the increased rate is the regular rate that would under ordinary circumstances be charged in event that you intended to assume the full liability of a warehouseman. However, see following cases in which the courts held that a warehouseman cannot limit his liability except on valid consideration: 61 Pac. (2d) 510; 177 So. 79; 194 Atl. 772; and in 62 S.W. (2d) 87, it was held that a warehouseman cannot by contract relieve himself from liability for mis-delivery of stored goods; 177 N.E. 364 also is important, as the court held a fire, theft and accident clause void. And again see 47 Pac. (2d) 134 in which the court held a receipt clause void which specified that "In consideration of the rate charged, it is agreed that the liability of the warehouseman shall be limited to \$10" for each package unless the true value is listed by the owner and he pays an additional charge for the excess valuation.

With respect to injury to goods caused by moths, and the like, see Adams 134 So. 535. Here the owner signed a contract which relieved the warehouseman from liability for injury to stored rugs. However the warehouseman was held liable and the court said:

"The special defense that the . . .

warehouseman shall not be liable for damage by moths . . . must yield to . . . proof that the moth infestation resulted from failure of the warehouseman to properly and reasonably care for the rugs." This court also said that the only purpose of a clause in the contract intended to relieve the warehouseman from liability for damage caused by moths was to protect the warehouseman if the damage resulted from "circumstances beyond his reasonable ability to control." Obviously, the same law is effective with respect to other vermin, but the warehouseman always is relieved if the damage resulted from an Act of God, or not through his negligence.

Now, with respect to the liability of a warehouseman to an insurance company for payment thereto of money paid by the company for damage caused by negligence of the warehouseman, see Roth, 265 N.Y.S. 7, in which the court held the warehouseman not liable for the money paid to the owner of stored goods which were damaged not as a result of negligence on the part of the warehouse employees. However, this court clearly indicated that if the loss or damage had been caused through negligence of the warehouseman, that he would have been liable to the insurance company. Of course, this point of law is not always dependable, because the provisions of the insurance policy may be such that the warehouseman could not be held liable to the company, although paid out money resulted from negligence of the warehouseman.

When reviewing the law on the subject of warehouseman liability and his legal right to limit the common liability through contract, it is important to not overlook the fact that mere printed notifications are not always considered a part of a contract or valid agreement. See Constant, 39 Pac. (2d) 496, in which it was shown that a warehouseman accepted delivery of merchandise for storage and had the owner sign a delivery sheet limiting the liability. The court held this sheet not a part of the contract, and said:

"We are satisfied that the printed statement on the 'delivery sheets' was not a part of the contract between the parties. . . . In the ordinary course of business one would

not know that he was . . . making a contract. There is no evidence that the printed matter at the bottom of the delivery sheet was brought to the attention of the owner of the goods."

In other words, the law is established that if printed notifications are not brought to the attention of owners of stored goods, the printed clauses are not valid, and this law is not changed, although the owner may sign the instrument when not knowing or having reason to believe that such notification was therein.

With respect to burden of proof, the law requires the warehouseman to deliver the goods to the owner upon demand, and if this demand is made and the warehouseman cannot comply, the burden is on the warehouseman to prove the reason, and if he fails to offer proof the court will hold him liable. Of course, if the warehouseman brings forth testimony that he was not negligent, then the owner may be compelled to strengthen his case by proving as best he can that the warehouseman failed to use the required degree of care.

Liability for Damages from Leaking Roof

LEGAL EDITOR, DandW: We operate a warehouse business, and recently we rented a room to a customer. We did not issue a warehouse receipt but merely rented him this space. The roof leaked, and now he expects us to pay him the value of the damaged goods. Are we liable?—*Syles Warehouse.*

Answer: The important consideration is: Did the loss result from your negligence? If so, you are liable. As to whether you are negligent depends upon whether you had an opportunity to inspect the roof, or whether you had information that the roof had recently leaked and might again do so. For example, in the late case of *Meyer*, 11 Atl. (2d) 840 reported April, 1940, a company was held liable for loss and damage to goods caused by rain leaking through the roof. However, in this case the owner of the goods proved that he had notified the owner of the building that the roof leaked and the owner had employed an incompetent man to fix it and soon thereafter the roof again leaked. The court held that the owner of the building was negligent and therefore liable.

In your case, the court may hold that you are negligent and liable, if you had not inspected the roof in the recent past, particularly if the roof is old and not relatively new. On the other hand, if the roof is new and it was installed by first class workmen, the court

may hold that you are not negligent. Of course, if this customer and owner of the goods notified you that the roof leaked and you failed to fix the roof within a reasonable period after receiving the notification, you would be held to be negligent and therefore liable.

If the roof was caused to leak by an Act of God, as a wind storm, and unusually heavy downpour, then you are not liable. It is believed that you may, from this information, decide the chances of your liability. As you failed to give details, variations of the law have been explained. Another point of importance is that the owner of the goods may be required to assume the loss, if he had good reason to believe that the roof would leak and he failed to notify you, and you did not have this information.

Holder of Receipt Not True Owner of Goods

LEGAL EDITOR, DandW: On Sept. 22, 1938, we accepted a lot of household goods for storage and issued a receipt to Nora Hurley, whose name was signed to the storage order. Now, a person whose name is not Nora Hurley demands that we deliver the goods to her, and she has presented the receipt. This party said that there is no person named Nora Hurley, and that this name was given as fictitious. However, this party cannot prove that her signature was signed to the storage order. What shall we do about this matter? Can we refuse to deliver the goods to the holder of this receipt?—*Lincoln Storage Co.*

Answer: According to the law you are bound to deliver stored goods to the holder of the receipt, if negotiable. If the receipt is non-negotiable, then you must deliver the goods to the true owner of the goods or his agent who presents the receipt. According to the information that you have given, it is doubtful that the party who demands delivery of the goods is the legal agent of the owner. In fact, it is more probable that this party is the true owner, and that she authorized a person to act as her agent and sign the resultant storage order in the name of Nora Hurley. Under these conditions, this woman, who now demands delivery, is entitled to possession of the goods. However, she should present facts proving that she is the true owner, because the law provides that a warehouseman must deliver stored goods to the person "lawfully entitled to the possession . . . or his agent" or to a person entitled "by the terms of a non-negotiable receipt" or to one "who has written authority . . .

endorsed on the receipt or written upon another paper."

Under the circumstances, it is my opinion that you are justified in either demanding that this woman prove that she is the true owner of the goods, or apply to the court to review the testimony and determine who is entitled to possession of the goods. Under the latter circumstances, if the court decides that the woman who now demands delivery is not the owner, then you will have a right to advertise and sell the goods in accordance with the laws for the purpose of recovering the due storage charges.

THIS MONTH'S IMPORTANT DECISIONS

Right to Lien Forfeited

THE Uniform Warehouse Receipts Act clearly specifies that a warehouseman has a lien "on goods deposited, or on the proceeds thereof in his hands, for all lawful charges for storage and preservation of the goods; also for all lawful claims for money advanced, interest, insurance, transportation, labor, weighing, cooping, and other charges and expenses in relation to such goods." Therefore, it is well settled that a warehouseman subjects himself to liability if he holds or sells stored goods to secure payment for other charges.

Another important point of law is that when a warehouseman refuses to make delivery of goods upon the payment or the tender of the amount due him by the owner, and insists on the payment of excessive or improper charges before delivery, he thereby loses his lien upon the goods he has in storage and acts illegally and unlawfully in so refusing delivery.

For illustration, in *Mockford v. Ray*, 26 N.E. (2d) 42, Indiana, the records show that a person named Ray who lived in an apartment, entered into an agreement with a warehouseman by the terms of which the latter agreed to transport and store a portion of his household goods for a specified sum. Also, it was agreed that the warehouseman should transport the balance of the goods to another apartment for \$10.

Later a disagreement arose between the warehouseman and Ray and the latter demanded his goods and tendered to the warehouseman the amount due according to the prior agreement. However, the warehouseman refused to make delivery on 2 contentions; first, he claimed a lien on the goods to secure payment of \$10 for hauling to another apartment the part of the goods not stored; and second, the

warehouseman claimed that because he had supplied barrels, etc., for packing the goods, the amount of his bill was considerably more than the amount agreed upon before the goods were removed from the apartment in which Ray lived. In view of these facts the higher court held the warehouseman liable for conversion, and also, held that the warehouseman forfeited his right to a lien.

This case is unusually important, because there has existed considerable discussion among warehousemen whether or not a warehouseman may hold a valid warehouseman's lien on goods now in storage to secure payment for services rendered on other goods. Therefore, in view of this late case, it seems apparent that a lien is not good for services rendered on goods not placed in storage. However, in the leading case of *San Angelo*, 61 Pac (2d) 1235, a higher court held that a warehouseman's lien is good on goods now in storage to secure payment of all charges due on goods which were in storage but now removed therefrom. Other courts have indicated that this law is logical, although other decisions may in the near future be rendered by higher courts which may in some manner vary this law. That, of course, remains to be seen.

Another important point decided by the court in the above mentioned case of *Mockford v. Ray*, is that the higher court reversed the lower court, although it apparently agreed with the lower court's decision with respect to all other points except that the lower court allowed the owner too much damages as the value of the goods. This court said:

"Under the provisions of the act (Uniform Warehouse Receipts Act) it would seem clear that the lien of the warehouseman could not be extended to cover charges in relation to other goods which were not stored. . . . When a warehouseman refuses a proper demand for the delivery of goods upon payment or tender of payment of the amount due him, and insists on the payment of excessive or improper charges, before delivery, he thereby loses his lien upon the goods he has in storage and acts illegally and unlawfully. . . . Only 2 witnesses testified as to the value of said goods. . . . The testimony was rather vague. . . . There was no evidence to support the (lower) court's finding of values. . . ."

Validity of Insurance

VARIOUS higher courts have held that an insurance policy will be construed so as to give effect to every word or phrase as far as practicable. On the other hand, this does not mean that a warehouseman may recover on an insurance policy containing a clause which clearly limits protection. Moreover, the fact that an insurance agent informs a warehouseman that he is fully protected, is not important if the clauses of the

policy clearly disclaim liability of the company.

For example, in *Hunter v. Pearl Co.*, 291 N.W. 58, Michigan, it was disclosed that a storage and transfer company held an insurance policy believed to afford broad protection and which specified that the warehouseman was insured against theft, but not pilferage. "It is further understood and agreed that this policy shall not cover: (a) theft by any person or persons in the employment of the assured or owner of cargo; (b) mysterious disappearance; and (3) non-delivery."

A newly employed driver left the warehouse with a truck loaded with merchandise and failed to return that night. The matter was reported to the police and the empty truck was found the next morning. The driver was subsequently arrested, charged with larceny by conversion, pleaded guilty, and was sentenced. The merchandise lost by warehouseman was valued at \$3,756.20. The insurance company declined to pay the loss and recovery was sought by the warehouseman on the contention that the loss was covered by the theft clause. However, in view of clauses, the higher court refused to hold the insurance company liable and upheld the verdict, saying:

"This policy covers non-delivery, meaning thereby, the physical loss of any entire shipping package or packages, but under no circumstances shall the risk of non-delivery provided for herein be construed to cover pilferage or any loss or damage by delay."

Warehouseman Liable for Fire Loss

IT is well established law that a warehouse company is bound by all representations made by officials to prospective customers intended to induce them to patronize the warehouse.

For example, in *Jacob v. Art Storage Co.*, 16 N.Y.S. (2nd) 906, it was disclosed that officials of a warehouse represented through advertisements that the warehouse was fireproof. A man named Jacobs stored in the warehouse a lot of valuable merchandise. The warehouse burned and Jacobs' goods were destroyed. In holding the warehouseman liable for the loss, the court said:

"The defendant's (warehouseman) representation that the warehouse was fireproof was concededly false. That representation was knowingly made with the intention that the public should rely thereon. To permit warehousemen to advertise . . . without holding them strictly accountable for the result of their wrongdoing, would be tantamount to encouraging fraud."

Interstate Commerce Not Affected

THREE different tests exist under Federal decisions for deciding as to whether or not a transac-

tion is interstate or otherwise, namely: (1) that the dominant characteristic of the transaction is interstate, overshadowing the intrastate features; (2) that the contract is isolated, indicating a purpose not to carry on business in the state; (3) that the intrastate feature is relevant and appropriate to the interstate transaction.

For instance, in *Creamery Package Co. v. Cheyenne Ice Cream Co.*, 100 Pac. (2nd) 116, Wyoming, it was disclosed that a manufacturer, located in Illinois, sold certain equipment to a purchaser in Wyoming. The contract specified that the manufacturer would install the equipment in the purchaser's plant. The legal question arose whether the interstate character of the transaction was changed to intrastate, resulting in the manufacturer "doing business" in Wyoming because he installed the equipment.

In holding that the manufacturer was not "doing business" in Wyoming, the court said:

"The mere fact that some local labor or material has been furnished in connection with the installation of property shipped in an interstate shipment . . . converts an otherwise interstate transaction into one which is intrastate."

Also, see *Weheu v. Co-Shop*, 56 Pac. (2nd) 667, in which the court held that merchandise shipped "knocked down" to a warehouseman in a different state may be assembled without changing the interstate character of the transaction. This court said:

"Goods of the character in question are almost invariably shipped knocked down, and require assembly and installation before they are of the slightest use to the purchaser. This work can be done far better, more expeditiously, and cheaper by the agents and employees of the manufacturer than it can possibly be done by workmen who are not perfectly familiar with the goods. We think that in contracts of this nature, an agreement to assemble and install the fixtures is 'a relevant and appropriate part of the sale'."

Interstate Commerce Cases Reviewed

WHAT is "doing business" in a given state or county is a question giving rise to much litigation throughout the country. Generally speaking, the higher courts have held that the mere solicitation of business in a state by agents of a foreign corporation does not constitute "doing business" therein.

For illustration, in *Bolton v. Shite Co.*, 194 So. 510, it was shown that a manufacturer sent agents into a foreign state to solicit orders which were sent to the home office for acceptance. The merchandise

was shipped directly to the purchasers. In holding that neither the foreign state, county or city authorities had the right to compel the manufacturer to pay license fees, taxes or otherwise control his business, the court said:

"We feel constrained to hold that the act of the defendant in constituting agents, with no power or authority to bind it, but simply to solicit traffic for it, was not 'doing business,' within the constitutional or statutory provisions."

Also, in *Beard v. Union & American Co.*, 71 Ala. 60, it was held that soliciting and receiving orders for goods manufactured in another state, collecting and remitting the proceeds, was not "doing business" in Alabama, within the meaning of the constitutional provision forbidding a corporation to do business in Alabama without a known place of business and an authorized agent therein.

And, in *Sullivan v. Sullivan Co.*, 15 So. 944, the court said:

"The mere presence of an agent within the state, or within a particular county, authorized to transact particular business, not involving an exercise of the corporate powers or franchises, not a part of the business the corporation was created and organized to transact, is not within the proper meaning of the phrases 'do business' or 'does business,' as employed in the constitution and the statute."

Warehouse Destroyed by Fire

IT is well recognized that whoever does a wrongful act is responsible for the consequence that may ensue in the ordinary and natural course of events. The rule is not changed even though the consequence is directly brought about by intervening causes, if it fairly appears that such causes are put in motion by the original perpetrator of the wrong.

For example, in *Lowden v. Shoffner Co.*, 109 Fed. (2nd) 956, Arkansas, it was disclosed that a railway employe set fire to grass on the company's right of way. This fire spread and a warehouse was burned. The warehouseman sued the railway company for damages. In holding the company liable, the higher court said:

"The only fires burning around the warehouse were grass fires commenced by the railway company's employes. . . . The lower court found that the fire was carelessly and negligently set, and that the railway company was liable for damages under the common law, as well as under the statute."

Power of State Commerce Commission

CONSIDERABLE discussion has arisen from time to time regarding the relative powers of the State Commission and the I. C. C. to fix freight rates.

It is well established law that where there is a serious doubt as to

whether an order of the Federal Commission extends to intrastate rates, the doubt should be resolved in favor of the exercise of the State's power.

In *Rockwell v. Illinois Commerce Commission*, 26 N.E. (2nd) 99, Illinois, the higher court held that the power of a State Commerce Commission to regulate and fix rates for intrastate commerce is exactly the same as that of the I. C. C. to regulate and fix rates for interstate commerce, and neither commission is subject to any interference by the other, with the exception that the I. C. C. has authority under the Interstate Commerce Act to remove discrimination against interstate commerce. To that end, it may control intrastate rates so far as necessary to remove unjust discrimination against interstate commerce resulting from the relation of interstate and intrastate rates which are reasonable in themselves.

Shipper Allowed Damages

VARIOUS higher courts have held that common carriers may adopt and establish reasonable rules and regulations governing the manner and form in which it will receive such articles for transportation, and how goods shall be packed for shipment so they may be handled and transported conveniently, safely and expeditiously. However, the carrier cannot make an extra charge for transporting improperly packed goods, and approval by the Public Service Commission of this charge is void. Therefore, a carrier may be liable in damages for failure to deliver merchandise on which a shipper refuses to pay any charges in excess of the legal rate.

For illustration, in *Smith v. Thompson*, 137 S.W. (2nd) 981, it was shown that the legal question presented the court was whether a common carrier may be compelled to pay damages to shippers resulting from refusal of the carrier to promptly make delivery of shipped goods when the shipper refuses to pay a penalty for failure to properly pack the goods. The court held the carrier liable for \$159 damages, and said:

"The company had no authority to present to the commission a schedule containing a double charge for the same identical service, nor did the Public Service Commission have any jurisdiction or authority to approve such a schedule. . . . These facts entitled the respondent (shipper) to recover, regardless of errors in the instructions."

"The judgment in the case is for \$175, in which there is substantial evidence to show the amount of the damages in fact suffered by the shipper."

Driver Held Negligent

UNDER ordinary circumstances, unless the testimony indicates that a collision of a passenger car and a motor truck resulted from negligence of the motor truck driver, the truck owner never is liable in damages.

Frequently, the drivers of motor trucks believe that no negligence or liability can exist if they comply with certain legal requirements, such as stopping at stop signs; following through on green light at street or highway intersections; keeping on the right side of a street, or highway; extending a hand to signal a turn or stop; etc. However, this belief is incorrect. The law expects every motor vehicle driver to exercise under all circumstances ordinary care to prevent injuries to all persons and property. Moreover, drivers should keep in mind certain facts which certainly will pave the way for a favorable verdict when accidents unexpectedly happen.

For illustration, in *Bowling Green v. Montgomery*, 129 S. W. (2nd) 535, it was shown that a collision occurred between a motor bus and a motor truck. The accident was what is known as a "side" collision, as the corner of the body of the truck struck the bus on the left. The driver of each vehicle claimed that he was operating his vehicle to the right of the center of the road. Each testified that the other operator crossed the center of the road to the left. However, testimony was given that after the collision, glass from the bus was on the left of the center of the highway. Therefore in view of this testimony the higher court held the bus company liable, and said:

"The majority of the witnesses who observed the glass testified that it was to the right of the center of the truck's side of the road, indicating that the truck was to its right of the center of the road at the time of the collision."

Another important point of law is that a motor truck driver who fails to diminish his speed, when approaching a dangerous intersection or other dangerous location, is guilty of negligence which may result in his employer being liable for resultant injuries.

For instance, in *Grey-wood Corp. v. Lyon*, 107 Fed. (2nd) 157, it was disclosed that a truck driver approached a dangerous intersection of highways without slackening the normal speed of the vehicle. The driver of another car suddenly turned in front of the truck and a serious collision occurred. In holding the company liable, the court said that all drivers of motor vehicles should slow down at intersections of highways irrespective of which driver has the right of way.

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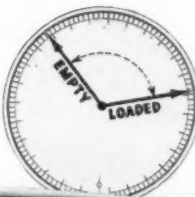
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Lansing Co., Lansing, Mich.

(See advertisement elsewhere in this issue.)

Sattling Truck Co., 1160 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.
(See advertisement elsewhere in this issue.)

COVERS (Piano)

Canvas Specialty Co., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

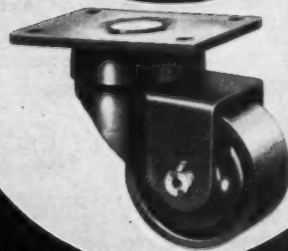
New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

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(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

NEW PRODUCTS

Towmotor Lift-Grip Truck

THE construction of an upper "jaw" extending from the top of the mast in this Towmotor Lift Truck, prevents bouncing and spillage of light weight goods in many packages while being transported for stacking.

In the illustration, the Towmotor is shown picking up cases of oranges in one "bite." It travels over rough, uneven flooring without shaking the load of crates out of alignment. When the forks have entered the pallet under the pile of crates, the hydraulic lifting mast is set in motion, with a simple lever at the driver's right hand. The load then moves up until the upper "jaw" with this spring-tension grip, contacts the top of the pile. With a self-compensating spring tension "pinch," the bite is kept just gentle enough to keep the pile in alignment and prevent spillage while the driver races the machine to the piling or storage point.



This Lift-Grip feature is an economical answer to the problem of handling a variety of bulk goods shipped in boxes, bales and crates. It permits taking much larger loads per trip, allows faster travel and does neater, more accurate stacking because pallets can be loaded to the full height of the stack. With more accurate stacking, no helper is required to aid the operator of the truck on the stacking end of his trips. Another advantage lies in the fact that this upper jaw or spring-tension grip is removable when the truck is needed for handling other types of material. The Lift-Grip truck is manufactured by the Towmotor Company, 1244 East 152nd St., Cleveland, Ohio DandW.

New SAFE-T-CLIP

A SPECIALLY designed steel clip to take the place of makeshift pieces of steel heretofore used to protect the corners of packages for shipment, has recently been placed on the market.

The clip is made of 20-gauge steel, with holes for nailing in place, and is corrugated so that the steel bands or wires used in wrapping cannot shift their position and loosen the bundle, causing damage to its contents. It is made in 2 sizes—small size for wire or steel bands up to 3/4-in. in width—large size for wire and steel bands up to 1 1/4-in. in width. The clip may be used with either wire or steel bands.

The fact that the clip can be fastened firmly in place gives it a distinct advantage over the hand-sheared pieces used in the past, which often worked out from under the bands or wires and became lost. The sharpness of the makeshift protective pieces also made them a source of danger, not only to

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PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

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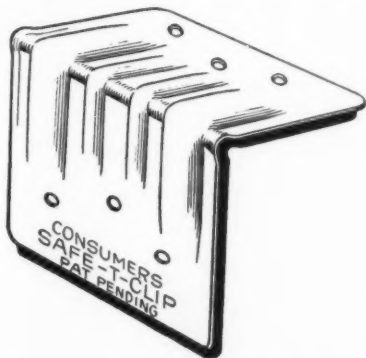
Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

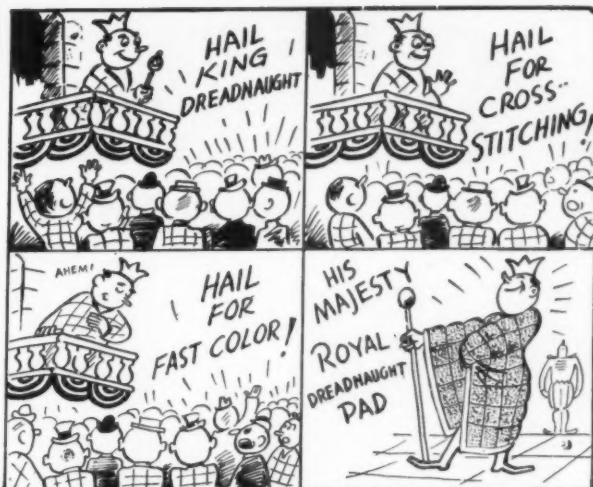
TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)



bundling but also in the handling of the package after it had been wrapped. The Safe-T-Clip, on the other hand, has rounded edges and corners, preventing danger of injury to the workman, and also expediting the work of packaging. It has been tested under a great variety of shipping conditions, and has secured the approval of leading safety engineers.

Another advantage claimed for the Safe-T-Clip is its low cost in comparison with pieces of sheet metal which are usually made of too costly material, and involve the labor of hand-shearing and hand-forming. Manufactured by Consumers Steel Products Corp., Detroit, Mich. DandW.

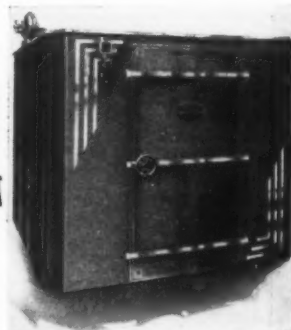
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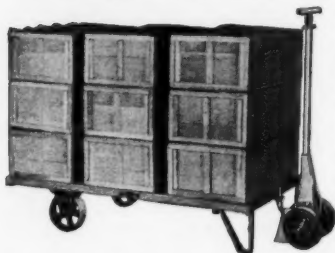
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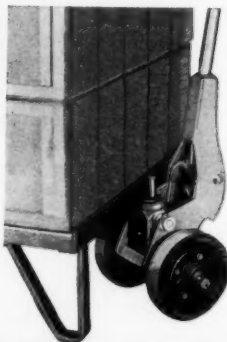


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(See advertisement elsewhere in this issue.)

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Drum)

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"Load Lifter, Jr." Hoists

SHAW-BOX CRANE & HOIST DIVISION, MANNING MAXWELL & MOORE, INC., Muskegon, Mich. announces the addition of 2 new hoists to its "Load Lifter, Jr." line, the first sizes of which were first offered to industry 3 yrs. ago—one of 500 lbs. lifting capacity, the other of 1,000 lbs.

These hoists are of the low head-room type built for heavy duty service, and are of the wire rope and drum type. On both sides the hook in its highest position comes to within 12 1/4 in. of the bottom of the beam on which it travels. They are avail-



able in lug suspension for bolting in place, hook suspension for hanging in place, and combined with a push type ball bearing trolley for operating on either I-beams or special mono-rail track sections.

Featured in the design and construction are light weight (weight complete with trolley is only 180 lb.); forged steel gearing; the Standard "Shaw-Box" 2-gear reduction drive; and ball bearings throughout. They are available with either pendant cord of push button control, for operation on either single phase or polyphase alternating currents. DandW.

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THE Trippe Mfg. Co., has placed on the market a sealed Trippe beam light, embracing the exclusive features of the Trippe safety auxiliary light, long known for its ability to throw a maximum of illumination and a minimum of glare.



The unit is made to fit sealed-beam light slots of 1940 cars, and has a traffic beam and a country driving beam.

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PIANOS**

and all kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

**SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO**

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Lansing Co., Lansing, Mich.
(See advertisement elsewhere in this issue.)
Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.
Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

TRUCKS (Refrigerator)

Lansing Co., Lansing, Mich.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.
(See advertisement elsewhere in this issue.)
Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

ground and polished lens, a razor-sharp cutoff of the upper part of the beam is obtained, which factor reduces glare to a minimum.

If Trippe beam units are carefully adjusted in accordance with manufacturer's instructions, the driver is enabled to drive 90 per cent of the time with the full power of his up-beams without glaring motorists approaching from the opposite direction.

Each of the new Trippe beam units is "tailor-made." The complete unit does not have to be thrown away if the bulb burns out or if the lens is broken. According to Trippe, only by means of the 2-reflector system is it possible to get a positive cut-off of the upper beam of the headlamp. This cut-off in the Trippe light reduces glare, but gives maximum road illumination directly in front of the car and far down the highway, because the light is controlled and concentrated where it is needed. There are no stray beams rising above the horizontal, or shooting wide to light up fields which border the road.

Each beam unit is expertly molded by hand to properly focus the light. Manufactured by the Trippe Mfg. Co., 43 East Ohio St., Chicago. DandW.

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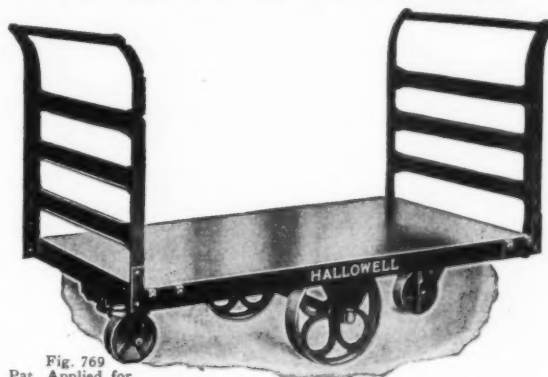


Fig. 769
Pat. Applied for

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free, easy-rolling
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Extraordinary strength and durability distinguish every member of this sturdy line of "Hallowell" Steel Trucks. They're built to serve best on a diet of punishment, man-handling and constant use.

Dropped-on or heavy loads can't mar their smooth steel platforms . . . welded construction insures a permanently rigid unit . . . and the wheels are designed to run smoothly and easily under all loads.

Write for our bulletin . . . select the models best suited to your needs. "Hallowells" soon pay for themselves in reduced maintenance costs alone.

Some of the many types and models available

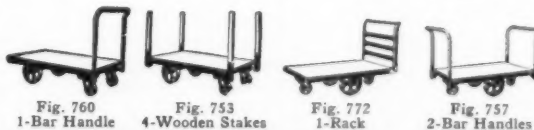


Fig. 760
1-Bar Handle

Fig. 753
4-Wooden Stakes

Fig. 772
1-Rack

Fig. 757
2-Bar Handles

STANDARD PRESSED STEEL CO.

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BOSTON

DETROIT

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JENKINTOWN, PENNA.

Box 560

BRANCHES

CHICAGO

ST. LOUIS

SAN FRANCISCO

(Concluded from page 6)

carried out in "the established American way of getting things done," Assistant Secretary of War Louis Johnson made it plain recently that the plan does not include government operation or government ownership of railroads.

The rail carriers, the War Department official said, "have proved their ability and their capacity," and now are better prepared to meet a military emergency than they were in 1917. The government, he revealed, "is satisfied that the railroads under private management are always in a state of national defense."

2 Foreign Trade Bills Introduced

Two bills have been introduced to amend and clarify the purposes of the Foreign Trade Zones Act. The first to be introduced was that of Representative Hart, of New Jersey, namely H.R.9380, dated April 15. The second bill is that introduced by Senator Barbour of New Jersey. His bill, S. 3895, provides for reasonable rates and charges within a zone and is identical to the Hart bill, lodging in the Maritime Commission jurisdiction as to rates, charges, tariffs, procedure and suspensions of filed schedules of foreign trade zones.

The Hart bill makes the provision that where grants for foreign trade zones are issued, they should be made only for the development and expedition of the re-export trade of the United States, clarifies Section 3 of the Act by asking that "no rate or charge shall be deemed fair or reasonable if not in conformity with the purposes of this Act, or if below the cost of providing the services or privileges within the zone, including a reasonable return on the value of the properties or facilities used for zone purposes, or if in excess of such cost aforesaid plus a reasonable profit."

Freight by Air Soon to Be Realized

Practical freight service by air, operating on regular schedule, has passed the visionary stage and will be realized within 3 yrs., C. R. Smith, president, American Airlines, Inc., disclosed in Los Angeles, early in May.

In commenting on the subject of freight transportation by air, Mr. Smith made several concrete statements regarding freight planes, which brought into the open a discussion that has drawn airmen's attention behind closed doors for several years.

Indicative of the definite manner to which American Airlines has committed itself to pioneering this field, Mr. Smith announced that he proposes, in the near future, to confer with other airlines, plane builders, express companies and the Army Air Corps to ascertain the type of cargo ship that would best meet all requirements. The next immediate step, he declared, will be the building of a freight plane capable of hauling a minimum of 10 tons of freight, with no passengers.

In outlining his conception of freight hauling by air, Mr. Smith declared that, primarily, a freight plane must carry cargo at a much lower cost per mile than present-day airlines, which combine express, passenger and mail. Secondly, he asserted, the scope of freight handling by air must be broadened to include heavy machinery and other items which today are carried only on the ground or water.

In view of the tremendous upsurge in airline business predicted for 1940—possibly 40 per cent above last year's record-breaking total—Mr. Smith declared the freight plane field appears highly profitable. Mail and express revenue accounted for more than \$4,000,000 of the total \$15,000,000 gross intake of American Airlines in 1939, he pointed out.

Convention Dates

June 11—Annual Dinner Traffic Club Forum of Traffic Club of Baltimore, Hillendale Country Club.

June 12—Meeting Indiana Household Movers Assn., Spaulding Hotel, Michigan City.

June 13-15—Annual Meeting, Penna. Motor Truck Assn., Conneaut Lake Hotel, Conneaut, Pa.

June 16-17—Meeting Central Illinois Warehousemen's Assn., Jefferson Hotel, Peoria, Ill.

June 20—Tentative date Annual Meeting California Warehousemen's Assn., San Francisco.

June 20-22—Twenty-first Annual Meeting Canadian Storage & Transfermen's Assn., Windsor, Ont.

June 30—Annual Port of Philadelphia Celebration.

July 8-13—Summer Meeting of National Furniture Warehousemen's Assn., Lake Lawn Hotel, Delavan Lake, Wis.

Aug. 24-26—Regional Meeting of Merchandise and Household Goods Warehousemen from Indiana, Illinois, Ohio, Michigan, Wisconsin, at Wawassee, Ind.

Sept. 6-8—Summer Meeting of Minnesota-Northwest Warehousemen's Assn., Pine Beach Hotel, Gull Lake, Brainard, Minn.

Oct.—Semi-annual Convention of Southwest Warehouse & Transfermen's Assn., Dallas.

Oct. 14-16—Fourteenth Annual Convention, Clover Farms Stores Organization, Hotel Carter, Cleveland, Ohio.

Nov. 10-14—Annual Meeting of American Trucking Assn., Inc., Los Angeles.

1941

Feb. 11-14—Golden Jubilee Meeting of the American Warehousemen's Assn., Edgewater Beach Hotel, Chicago.

In any event, Mr. Smith announced, American Airlines proposes to experiment with flying freight over a limited run. These tests, which are contemplated in advance of the completion of a 10-ton freight plane, will be made in revamped passenger planes in a cargo shuttle service between New York and Chicago. It is proposed, according to Mr. Smith, to use Douglas DC-3 planes with all seat fittings removed.

It was also pointed out that to date, freight planes have done their best work in South and Central America, where the Latin American Transport Co., operated by Lowell Yerex, offers practically the sole means of moving equipment and goods through the jungle-ridden back country districts.

Mr. Smith revealed that Pan American Airlines, Inc., is not entirely new to the freight hauling business. In 1937, he declared, the airline contracted to transport some million lbs. of mining machinery at the rate of 10,000 lbs. a day from La Paz, Bolivia, to an inland valley, where the machinery was to be employed in reopening operations at an ancient gold mine which had been closed down for 200 years. This is still regarded as the largest freight job yet handled by air.

Building of experimental cargo planes has been underway in Southern California for some time. Most of these, however, have been adaptations of airliners, and are not expected to emerge as the future freight cars of the airlines. The Lockheed Aircraft Co., Inc., at Burbank, Calif., has produced a ship called the "Flying Dromedary," which was designed for the specific purpose of hauling heavy airplane engines.

Experiments are also underway at Glendale, Calif., where Charles Babb, probably America's only used aircraft dealer, has completed plans for a cargo carrier on which construction is scheduled to begin early this Summer.—Herr.

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Commercial Warehouse Co.

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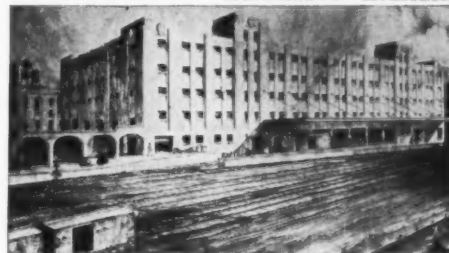
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"Our policies are reciprocity and prompt remittances."

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Cal. Pool-Car Charge Study Completed

The recommendations of a 4-man joint committee of the Los Angeles Warehousemen's Assn. and the Motor Truck Assn. of Southern California for distribution of charges to apply on pool-car merchandise are now on file with the California Railroad Commission, with a decision anticipated about June 1 or 15.

Hearings in the case were concluded in April. The recommendation for establishment of a rate of charges for the segregation and distribution of pool-car lots was based on cost data compiled by the joint committee and submitted to the Commission at various hearings in March and April. The warehousemen's association was represented on the joint committee by William Fessenden of the California Warehouse Co., and C. H. Smith, of the Davies Warehouse Co., with Charles Munson, secretary of the association, acting in an advisory capacity. The motor truck association was represented by G. S. Marr, of Marr Freight Transit, and O. C. Butler, of Pacific Warehouse and Transit Co., all of Los Angeles.

Suggested pool-car merchandise charges, which are now being considered by the railroad commission, were the outgrowth of a study of pool-car shipments handled by various warehouses and carriers during a stated period in January and February of this year. The study, a summary of which is in the hands of the Commission, is arranged under 3 headings:

Part A covers terminal handling expense, consisting of the cost of labor necessary to unload rail cars or trucks, segregating the merchandise according to brands or marks, and bringing to rest on carriers' platform.

Part B covers terminal handling expense consisting of the cost of labor necessary to handle merchandise from point of rest on carriers' platform (hold-pile) to tailgate of drayage equipment.

Part C covers terminal overhead expense consisting of such items of terminal expense as cannot be charged directly to part A or B or the billing and collecting expenses.

To present the railroad commission with a clear picture of the number of investigations on which the proposed rates are based, the joint committee submitted a list of the items of a summary of pool-car shipments handled by various carriers and warehouses during the period Jan. 15 to Feb. 15, 1940. This summary, submitted as Part A, disclosed:

The number of shipments represented in the study	53
Total weight in pounds	1,965,566
Total weight in tons	987.78
Average weight in pounds per shipment	37,086
Total number of packages	19,578
Average number of packages per shipment	935.4
Total number of brands	920
Average number of brands per shipment	17.36
Total number of marks (ultimate consignees)	1,326
Average number of marks per shipment	25.02
Total square feet of floorspace occupied	30,546
Average square feet of floorspace per shipment	576.34
Total time in minutes consumed in unloading	30,585
Average time in minutes per shipment	577.07
Average weight in pounds unloaded per man-hour	3,860
Total cost in wages consumed in unloading	\$378.35
Average cost in wages per shipment	\$7.138

In Part B of the summary, the following items were listed:

Total number of packages	16,516
Total number of marks	1,225
Total weight in pounds	1,830,699
Total time in minutes consumed, hold pile to end-gate	13,620
Average time in minutes per mark	11.12
Total cost in wages from hold pile to tailgate	\$171.14
Average cost in wages per mark	0.14

In Part C was included the testimony of various witnesses of both the warehousemen's and the trucking association showing that terminal overhead expense averaged \$.0209 per 100 lbs., and billing and collecting expense \$.00569 per 100 lbs.

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SPECIALIZING: Food Products, Sugar, Canned Goods, Radios, Stoves, Washing Machines, Frigidaires, Tires, Heavy Bulks, Machinery, Rugs, General Merchandise of any and every type.

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The proposed rates were based on a summary of the data contained in Parts A, B and C, which indicated that the expense per 100 lbs., of the activities listed in Part A were \$.01925 per 100 lbs.; in Part B, \$.00936 per 100 lbs.; and in Part C, a total of \$.00569 per 100 lbs.

The total cost of \$.0552 per 100 lbs. was shown to represent a cost of approximately \$1.10 per ton of 2000 lbs., which, converted into class rates, resulted in the following schedule:

First class equals \$1.65 per ton at 150% of 3rd class rate.
Second class equals \$1.32 per ton at 120% of 3rd class rate.
Third class equals \$1.10 per ton at 100% of cost.
Fourth class equals \$.77 per ton at 70% of 3rd class rate.

The committee pointed out that experience has shown that the percentage ratio of 150, 120, 100 and 70 per cent is proper for pool-car distribution. Due to the fact, however, that a greater expense is experienced on shipments which are picked up at carrier's depots by ultimate consignees, and further, that it is impossible to ascertain what particular costs should be charged by each, but knowing the percentage of delivered shipments versus pick-up shipments, the joint committee recommended that the above rates, which include costs of both types of shipments, be adjusted as follows:

RATE PER TON OF 2,000 LBS.

Class	Delivered by Carrier	Cost	Picked up by Consignee
1st	\$1.40	\$1.65	\$1.90
2nd	1.10	1.32	1.50
3rd	.95	1.10	1.25
4th	.65	.77	.90

The above rates were determined by reducing the cost rates 15 per cent for shipments which are delivered by carrier to ultimate consignees and increasing the cost rates 15 per cent for shipments which are picked up by the ultimate consignee or his agent at carrier's depot or platform. The average rate of both types of shipments, it was pointed out, will return to the carrier the cost rate.—Herr.

Effect of European War on West Coast Shipping

The effect of the European war on West Coast shipping after the first of the year is indicated in a survey completed in April by the Los Angeles Marine Exchange, which reveals a substantial decrease in arrivals and departures at Los Angeles-Long Beach Harbor during the first 3 mos. of 1940.

The survey discloses that 365 ships, exclusive of tankers, used the port during that 3-mos. period, compared with 401 ships in the same period of 1939. The decrease, the report stated, was due entirely to the cumulative effects of the war, which did not begin to be felt until the close of 1939.

Owen E. Durkin, manager of the Marine Exchange, under whose direction the survey was made, indicated that one of the significant factors in bringing about the decline of shipping was the general shakeup in the itineraries of British-French ships, with some vessels shifted from the Pacific Coast trade and a noticeable curtailment of the operations of neutral ships.

Corroborative of the fact that the war had little effect on Los Angeles-Long Beach harbor activity in 1939 is the annual report of the Marine Exchange, released April 20. The report reveals that 6,109 ships entered the twin harbor in 1939, representing the greatest number since 1935, when the figure totaled 6,601. In 1938 ships totaling 5,762 entered the harbors.

With 3,994 American vessels clearing the port, the annual recapitulation of the Marine Exchange revealed that Norwegian and Japanese vessels led the list in the total number of foreign ships. Norway, with 579 vessels, topped the 10-year record for that nation, and led all foreign countries for 1939. Japan's figure was 492.

(Concluded on page 51)

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LIBERAL LOANS MADE ON STAPLE COMMODITIES

War's Effect on West Coast Shipping

(Concluded from page 48)

second only to the 10-year high figure established by Japan in 1937 with 497 vessels.

Ten leading countries exporting through Los Angeles-Long Beach Harbor were: Japan, \$38,467,502; England and Wales, \$32,412,191; Philippine Islands, \$10,740,866; Australia, \$5,080,667; France, \$4,960,123; Canada, \$4,340,631; Dutch West Indies, \$3,838,193; Russia, \$3,418,190; Netherlands, \$3,228,806; and Chili, \$3,181,793. Other regions that exported in excess of \$1,000,000 worth of products were Argentina, Brazil, China, Germany, Hong Kong, India, Manchukuo, New Zealand, Panama and Peru.

The import analysis shows the 10 leading countries as follows: Straits Settlements, \$16,556,549; Japan, \$10,751,489; Scotland, \$6,144,024; Philippine Islands, \$6,318,690; England-Wales, \$3,768,210; Canada, \$3,112,131; Netherlands, East Indies, \$2,966,428; Brazil, \$2,687,749; Columbia, \$2,460,080; and China, \$1,858,737.

Total foreign commerce carried through Los Angeles-Long Beach port in 1939 aggregated 6,697,684 tons, valued at \$216,431,350. This included 6,009,821 tons of exports valued at \$143,142,035; and 637,863 tons of imports valued at \$73,289,315.—Herr.

1 Day Saved on Shipments to Los Angeles

Deliveries on merchandise from Chicago and Kansas City to Los Angeles will be made one day earlier under the conditions of a new freight schedule announced in April by the Union Pacific, Southern Pacific and Santa Fe Railroads. Freight shipments originating within the Chicago switching area will receive delivery the 6th day in the Los Angeles metropolitan district, San

Diego district and San Francisco Bay area. The new schedule, in effect, cuts running time of Chicago-Los Angeles freight from 7 to 6 days, and of Kansas City-Los Angeles shipments from 6 to 5 days.—Herr.

Los Angeles Group's Quarters Moved

Headquarters of the Los Angeles Warehousemen's Assn. have been moved from the Overland Terminal Warehouse Bldg., Ninth and Alameda Streets, to the Davies Warehouse Co., Central Avenue and Second Street. Secretary-treasurer Charles G. Munson now is quartered in a spacious ground-floor suite of offices at 409 E. Second Street. The move was in conformance with association policy providing that the secretary's office be located in the same building with that of the incumbent president. C. H. Smith, traffic manager of the Davies Warehouse Co., is the 1940 president.—Herr.

Pacific Southwest Trading Area Survey

A survey of the Pacific Southwest trading area has been compiled, and published in a series of pamphlets, by William E. Fessenden, operator of the California Warehouse Co., Los Angeles, and a director of the American Chain of Warehouses.

The survey, according to Mr. Fessenden, is intended primarily for distribution to traffic and sales managers in the Western States area.

The theme of the various pamphlets is modern and effective warehousing and distribution of general merchandise. Examples are given of door classifiers from Los Angeles to major cities of the Southwest. Other pamphlets outline pool car distribution; motor truck transportation and its problems; rail, steamship and air transportation; warehouse services and facilities.

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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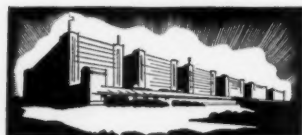
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Other subjects treated include C.O.D. shipments and remittance; insurance; warehouse receipts as collateral California tax laws.

A special section is devoted to an exposition of California tax laws and general information to distributors and shippers.—Herr.

Moore-McCormack Awarded Pac. Coast-So. American Charter

On May 3, the United States Maritime Commission announced the award of 3 Government-owned freighters to the Moore-McCormack Lines, Inc., to be used on a charter basis on the recently dissolved Pacific Argentine-Brazil Line service between California and the East Coast of South America.

Ending a tug-of-war between the East Coast concern and the newly organized Pacific-South American Line, Inc.—a subsidiary of the McCormack Steamship Co. of San Francisco—the contract provides for charter of 3 vessels, averaging 8,000 deadweight tons each.

Moore-McCormack, a New York company which plans to open offices in Los Angeles, agreed to assign 2 of its present owned new ships to the service, in addition to the 3 older vessels owned by the Government.

The Government-owned freighters include the City of Flint, which figured in the rescue of the first passenger casualties of the European war last September.

Under the terms of the Commission's invitation Moore-McCormack must acquire 4 new vessels within 3 yrs. At least 2 of these must be purchased and the others may be chartered.—Brouthers.

Lake Tonnage Aided by West Coast Shipments

That the general freight traffic from the head of the Great Lakes to Buffalo and Erie this season is likely to be the best in many years is the prediction of vesselmen, based on early substantiation of reports that Pacific Coast shippers are turning to the rail-inland water route for moving products to the industrial East.

Since the war started, foreign nations have bought many West Coast ships. Three companies have sold all their vessels and gone out of business. This loss of tonnage has created a shortage available in ships trading down the Pacific Coast, through the Panama Canal, and to the Eastern Seaboard, and resulted in an increase in rates, as well, they pointed out. A heavy lake business is indicated in cedar shingles from the Western forests, alone, it was learned. One cargo, the first of its kind from Duluth, already has moved to Buffalo, and the package freighters are carrying tonnages of the commodity almost every trip down the lakes.—Kline.

\$150,000 to Improve Harbor

Army engineers have recommended expenditure of \$150,000 for improvement of Grand Haven, Mich., harbor and the Grand River. This would consist of a channel of 300 ft. wide and 21 ft. deep.

Apply for Wage Increase

Montreal advises state that the International Longshoremen Assn. is seeking an increase in the basic wage rate from 77 cents to \$1 per hour for the coming navigation season on the St. Lawrence River. The board of conciliation is considering the wage advance applied for and it is expected that an amicable agreement will be reached.

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Solving the Tax Problem

(Continued from page 13)

failure of both should be admitted. It is reported that attempts to impose further restrictions upon the production of income have been abandoned—and we can hope that the report means permanent abandonment. However, the spending policy is still vigorously advocated. Accordingly, some further discussion seems necessary.

The Spending Policy

The theory of "recovery-through-public-spending" has had a thorough test in the last decade. The "net contributions to purchasing power" (or deficits, in ordinary language) have been tremendous, and prolonged over a period of years. (see Table 7.)

The continued popularity of the spending theory among Government financial advisers seems to rest primarily on the fact that the 1937-1938 "recession" followed rather closely upon a reduction of the federal deficit from \$4,900,000,000 in 1936 to \$1,400,000,000 in 1938. This recession, therefore, has been attributed to a too-rapid curtailment of expenditures. Actually, if one examines the figures, it appears that two-thirds of the reduction in the deficit at that time was due to an increase in tax receipts, and only one-third to curtailment of expenditure. The logical conclusion would seem to be that a too-rapid rise in the tax burden, rather than a too-rapid drop in expenditures was responsible for the ensuing decline. Moreover, the only expenditure substantially reduced from 1936 to 1938 was the soldiers' bonus, a non-recurring item—leading me to conclude that we should avoid inflationary hypodermics, which wear off rapidly and leave serious after-effects. Finally, I think it should be noted that consumer purchases fell off last, and not first, among the economic indices in the 1937 depression. Loss of consumer purchasing power was evidently a result, not the cause, of decreased business activity.

Summary of Fiscal Facts

Briefly, we face today the following financial situation. (see Tables 7 and 8.)

Expenditures and Deficits.—(1) Gross Federal expenditures for the decade 1931-40 of \$71,000,000,000.

(2) Expenditures for the current fiscal year aggregating \$9,700,000,000, and (assuming that the Congress appropriates no more than the current Budget estimates) expenditures for the next fiscal year of \$9,100,000,000.

(3) An average deficit for each year of the decade of \$3,000,000,000.

(4) An estimated deficit for the current fiscal year of \$4,000,000,000 and for the next fiscal year of \$3,000,000,000.

(5) We can not continue forever to finance deficits—and we ought not to, even if we could.

The Federal Debt.—(1) An increase in the debt from \$16,800,000,000 in 1931 to \$43,200,000,000 on June 30, 1940.

(2) A debt which in a few months will exceed the present statutory limit of \$45,000,000,000.

(3) An interest charge on the debt of \$1,100,000,000, increasing annually.

Federal Revenues.—(1) We have had nine new tax laws during the last 8 yrs. (although the Revenue Acts of 1938 and 1939 were reversals in part of prior policies).

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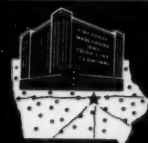
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(4) We shall need the maximum possible revenue during the next 10 yrs.

(5) There is no revenue system which will average \$10,000,000,000 or \$9,000,000,000, or \$8,000,000,000 annually, during the next 10 yrs.

(6) Increased revenues must be found primarily in increased national income—new taxes or increased rates will be non-productive.

Summary of Conclusions

(1) Private enterprise offers the only possible permanent solution—it should be given a chance.

(2) If we are going to stimulate employment, we must stimulate private investment.

(3) If we are going to increase national income, we must stimulate production.

(4) If we are going to enlarge consumer purchasing power, we must first encourage greater business activity.

(5) A healthy and enduring recovery can not be achieved without the combined forces of private enterprise, private investment and private employment.

(6) The choice lies between private enterprise and complete regimentation—private enterprise can not succeed half regimented and half free.

(7) Our fiscal policies must conform to the foregoing conclusions.

Recommendations

Upon the basis of these conclusions I submit the following for your consideration:

(1) **Reasonably Permanent Revenue System.**—I recommend the adoption of a reasonably permanent tax system, designed to remain in force over a period of years. "Emergency" levies and annual tinkering with the tax laws should be avoided. We should adopt a stable, equitable revenue system, imposing reasonably certain tax liabilities, at rates designed to promote business activity and expansion and thus to produce maximum revenues over a period of ten years. The Chamber's Committee on Federal Finance has published specific and detailed recommendations to this end. The Treasury and the Congress made substantial progress toward such a system in the 1938 and 1939 Revenue Acts. Encouraging gains in business activity followed each of these Acts. This work should be continued and completed.

(2) **Congressional Control over Expenditures.**—I recommend the adoption of a direct and more effective control by the Congress over the executive budget, in order to keep expenditures within necessary limits. The proposal of Senator Harrison for a joint congressional budget committee is a promising step in this direction. Separate committees for the House and Senate would, I believe, be more effective. The budget committee for the House might be composed primarily of the ranking members of the Committee on Ways and Means (which originates revenue measures) and the Committee on Appropriations with either the Speaker or the Majority Leader as chairman. The budget committee for the Senate would be similarly constituted.

These Committees should consider from the point of view of fiscal policy, the expenditure program of the Government for the ensuing year. Each would review promptly the Executive Budget, the estimated revenues and expenditures, and the method of financing any proposed deficit.

The budget committee of the House should then, by concurrent resolution, recommend the maximum figure for expenditures for the ensuing year. The House after full debate on this proposal, should vote to fix a "ceiling" on expenditures. The resolution would then go

(Concluded on page 59)

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Solving the Tax Problem

(Concluded from page 56)

through similar procedure in the Senate. The Committee on Appropriations should not report out any appropriation bill until the concurrent resolution is adopted. After its adoption the appropriation bills should be required to conform to the total amount fixed in the resolution.

(3) **Statutory Debt Limit.**—Our aggregate expenditures, for a year or two, at least, will probably exceed our revenues. In such event, whether or not temporary expedients are resorted to, our statutory debt limit must be increased. The budget committee of the House of Representatives, after the adoption of the concurrent resolution fixing the ceiling upon expenditures, should then report out a joint resolution granting authority to the Treasury to borrow the specified portion of the proposed deficit which is to be financed by borrowing; and no appropriation bill should be considered until after the enactment of the joint resolution. The attention of the public will twice be directed to the financial policies of the Federal Government. A flexible and effective control of the expenditure "ceiling" and of our public debt should result.

(4) **Executive Controls.**—The director of the budget, with an adequate staff of experts, should be given more effective, businesslike controls over all the expenditures of the executive agencies, in order to promote efficiency and economy in government.

Rate and Practice Investigation
Sought by Baltimore

Baltimore storage, transportation and port interests have petitioned the United States Maritime Commission to institute a general investigation into the lawfulness of the storage charges, practices, etc., of waterfront terminals of other than railroad operation at the several North Atlantic ports, Portland, Me., to Hampton Roads, inclusive, except New York.

It was stated in the petition that the Interstate Commerce Commission has instituted an investigation of the storage charges and practices at railroad waterfront terminals at these ports. The petition further stated that practically all of the terminals at Baltimore are of railroad ownership or operation; also, that extensive storage is performed by independent terminals at various ports with which Baltimore is competitive. Still further, the petition stated that unless the charges and practices of these terminals are dealt with at the same time as are the charges and practices at railroad terminals, the port of Baltimore may be placed at serious competitive disadvantage. The petition requested that the investigation by the Maritime Commission be carried on in conjunction with the I. C. C. investigation. —Ignace.

Shipping Activities in
Baltimore

Despite war restrictions, arrivals of seagoing ships in the port of Baltimore numbered 288 vessels during the month of April, which represented an increase of 17 ships over the total for the corresponding month of last year.

Arrivals at the port of Baltimore during the first 4 months of the current year totaled 1,181 vessels, an increase of 91 over the same period of last year, according to figures compiled and released by the Maritime Exchange.

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MANAGERS SAY

"D and W' deserves great
 credit for their assistance in hav-
 ing Traffic Management recog-
 nized as one of the professions."

Britain third, with 22, and Sweden, fourth, with 12 vessels.

Of the total of 288 vessels which arrived at the port of Baltimore during April, 58 used the Chesapeake and Delaware Canal.

Foreign trade through the port of Baltimore during the first quarter of the current year was valued at \$74,522,545. It represents the best 3 month total since records of the valuation of foreign trade through the port have been kept. It represents a gain of 119.1 per cent over the first quarter of last year. Exports totaled \$52,462,418, a gain of 163.6 per cent over exports for the first 3 months of last year. Imports amounted to \$22,060,157, a gain of 56.3 per cent over the corresponding period of last year.

Foreign trade in March valued at \$26,499,013 set a new record, surpassing by a neat margin the previous high monthly total of \$24,324,588 last January. It was the first time since World War days that the \$25,000,000 mark had been passed.

In the first quarter of this year exports ran to 1,060,677 tons and imports to 1,613,347.

During the first quarter of this year, entrances and clearances of ships numbered 1,812 vessels with a total net tonnage of 4,741,110, compared with a movement in the comparable quarter of 1939 of 1,615, with a net tonnage of 4,068,582. This represents a gain of 12.2 per cent in the number of vessels handled, and a 16.5 per cent increase in net tonnage.—Ignace.

Boston Warehouses Closed on Saturdays

The waterfront merchandise and cold storage warehousemen of Boston, have issued notices that beginning June 1, their warehouses will not be open Saturdays.—Wellington.

Australian Surtax

Australia has announced a special wartime surtax of 1/10th of the amount of import duty and primage tax. This became effective May 3 and applies on all imports except gasoline.

At the same time, it was announced that the general Australian sales tax, applying to domestic as well as imported goods, had been increased from 6 per cent to 8½ per cent of the duty-paid value in Australian currency, increased by 20 per cent, to apply as from May 3.

The customs representative of Australia in New York also has announced that effective May 1, his government had ruled that imports of the following goods from any source are permitted only under license: Hessian or jute bags, sacks, packs, bales, and mats; Hessian and jute piece goods; jute canvas; certain metal-working machine tools, and most petroleum products. These goods were formerly subject to license only when imported from non-empire areas and Canada, Newfoundland, and Hong Kong.

Licenses to import any of these products are issued only after applicants have obtained certificates from the department of supply indicating compliance with required conditions.

Parcel Post Invoices

To avoid incurring demurrage charges which accrue on parcel post packages because of the delay in the receipts of invoices from overseas, the postmaster general of the Union of South Africa has called attention to the fact that the deposit system (bond or guarantee) is available, and that an additional way of overcoming the difficulty is for importers to request their foreign shippers to arrange for a certified copy of the invoice to be enclosed in the relative parcel, the cover to be so endorsed, according to an announcement in the Board of Trade Journal, London.

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General Merchandise and Household Goods Storage. Cold Storage for
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Daily Trucking Service to suburbs and towns within a radius of fifty
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Michigan Terminal Warehouse
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Services — Supplies and Equipment

Mechanized Handling Equipment Paid for in 2 Yrs. By Savings

(Concluded from page 22)

At destination, pallets are taken out of the transportation unit by hand lift trucks and transported speedily into the warehouse, greatly reducing costly idle time for motor trucks and trailers. Only 10 minutes are now required to unload and stock the equipment on its return trip.

Now, after more than a year's experience, the Gordon Sewall cost accountants admit that the system has effected great savings in motor truck time and expense, in warehouse rentals, in individual package handling costs, and in merchandise losses through damage by handling.

In the miscellaneous warehouses, before the system was installed, the company used to stock merchandise to low ceiling heights by hand, lower by hand, load by hand on platform trucks and skid platforms, thence through 8 other separate handlings en route to selective storage. It is estimated by the warehousemen that the handling of certain items has been reduced on individual cartons by 16 handlings or even more.

Even though now piled to greater heights, it has been found that there is less damage to cartons, due to the use of the pallet system.

With this new system, volume of stock has been increased, with less floor area required for storage. One of the new warehouses takes care of more than \$2,000,000 worth of stock in about 70 per cent of the space required in former obsolete buildings. By using a proper materials handling system, all of the cubic space in the new warehouses is utilized.

Construction of these new warehouses was begun in 1938, but it was not until May, 1939, that the project was completed. During the year, 1939, Gordon Sewall enjoyed the largest volume of business in its history, a gross increase of more than \$1,000,000, but due to the improved facilities provided by the new distribution system, its operating costs decreased sharply, and for the first time it paid a bonus to the employees.

It has been estimated that the materials handling equipment has created savings sufficient to amortize all equipment within 2 yrs. This covers the following equipment:

- 2 electric fork trucks.
- 4 truck batteries.
- 2 battery chargers.
- 12,000 pallets.
- 20 platform trucks.
- 4 hand lift trucks.
- All steel storage racks in assembly line.

These large savings will, of course, continue accruing indefinitely.

Most of the savings were effected by reducing the amount of extra rented warehouse space, savings in rental, motor truck time, switching charges, etc.

There are no doubt many other savings which will be made, and in addition, they have created a quicker method of distribution, which must necessarily play an important part in the increased sales volume.

What can be accomplished by one company can be accomplished by many. Low cost materials handling is every executive's concern, and this example is one which management in all lines can profitably use as a guide to reducing costs of load transportation.

Norwegian Line's New Through Rates

The Norwegian-America Line will again institute through service and rates from Norwegian ports to United States Lake ports and the Twin Cities, with cargo trans-shipment taking place at the Port of New York, for the 1940 season in Lake navigation.

This will be the 5th consecutive season of the main-

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MERCHANDISE
WAREHOUSES, INC.
 St. Louis Ave. and Mulberry St.

tenance of this fast and reliable service, according to Torvald Tonnesen of the Norwegian-America Line, which is operated in conjunction with railroad trunk lines out of New York.

During these years the line and the railroads have handled thousands of tons of valuable cargoes of canned goods, fish and cod liver oil through this port, which otherwise would have been diverted to the St. Lawrence all-water route.

Through rates which are approximately the same as the St. Lawrence all-water rates are coupled with the fast time in transit for merchandise via the Norwegian-America Line vessels to New York and then by rail to Chicago, the total transit time aggregating 11 days.

New Agreement Re Aid in Handling Excess Automobiles

The Maritime Commission soon will act on a new agreement between Great Lakes Transit Co. and the Minnesota-Atlantic Transit Co., involving mutual use of additional vessels whenever needed to care for excess traffic in automobiles. The agreement, filed under Section 15 of the 1916 Shipping Act, is similar to that in effect last year between the carriers and providing for carriage on one line of the additional or excess traffic in automobiles billed over the other carrier.

The new agreement differs in that it provides that in the case of insufficient vessel space, either line may break out another ship, costs to be met mutually. The old agreement was approved last Summer, conditionally, and was cancelled upon the close of navigation last Fall. Reason for conditional approval was because the question of such arrangements was at issue among other things in the Docket 511 inquiry and the Commission allowed the pact to take effect, conditioned upon any decision in that proceeding.

Nothing yet has been decided in that case, and now the Commission must decide whether or not to permit further agreements of this nature during the pendency of the case. It is believed the agreement will receive approval upon the same conditional terms as were granted last year, inasmuch as there is no indication presently that the final decision in docket 511 will be forthcoming in the near future.



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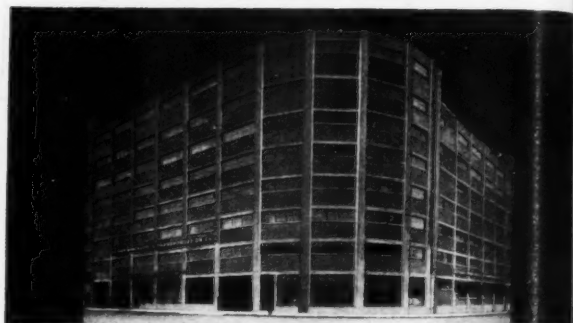
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Telephone 3-4101

Is the Foreign Trade Zone Economically Sound?

(Concluded from page 23)

stored in private terminals within a few miles of the Free Zone are subject to these laws immediately on discharge from the vessel. This permits dumping and discrimination through the medium of the Foreign Trade Zone.

The exhibition of foreign goods in the Zone is not permitted, but samples of every class of merchandise stored therein are obtainable for exhibition and examination outside the Zone.

Manifestly, the foreign trade zone forever keeps alive the cheap competition of foreign products.

Essentially, free ports create in our home territory and under our own flag, repositories for cheap products dumped there to await favorable market conditions. While these products would be subject to the regular rate of duty when entering customs territory, they would constitute stores of foreign goods ready for immediate delivery. Our own manufacturers would require considerable time to duplicate these goods in the event a market for them developed. Obviously, our manufacturers are placed at a disadvantage.

As a nation, we would not think for a moment of permitting foreign nations to have coaling stations for their war vessels adjacent to our harbors. Why, then, should we consider the granting of free privileges to our foreign competitors who already have great advantages over our American industries in the matter of labor and other costs?

The privilege of permitting the world to use our ports as sample rooms and storehouses to facilitate the sale and delivery of their goods from our seaports in direct competition with our manufacturers, especially those located at interior or remote parts of the country, is unfair and unjust.

The potential use of foreign trade zones for dumping the products of other countries onto our shores, alone warrants the repeal of this law.

Editor's Note. Part 3, the last of this series of articles, will be published in the July issue. It will cover the question of preferential rights for public corporations that compete unfairly with private taxpaying industries.

Differential Services

Great Lakes differential services are being restored for the season of navigation. The Great Lakes Transit Co. resumed sailings between Buffalo and Lake Michigan ports with both eastbound and westbound departures. Sailings will be maintained every third day. The Great Lakes Transit Line also resumed eastbound and westbound services between Buffalo and Lake Superior with 3 sailings weekly.

The Canada Atlantic Transit Co., subsidiary of the Grand Trunk-Canadian National Ry., is reinstating its Great Lakes service between Depot Harbor, Milwaukee and Chicago, the first vessel having sailed from Depot Harbor. Eastbound service will be resumed from Chicago and Milwaukee. Sailings twice a week are scheduled.

The Canadian Pacific-Great Lakes Line also restored its differential service with a departure from Port McNicoll for Chicago and Milwaukee. Eastbound service will be initiated from Chicago and Milwaukee with 2 sailings weekly.

The 3 Great Lakes differential services effective, as of April 25, instituted a broadened split delivery rule.

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2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service



MEMBER

AWA—NWA—ALLIED VAN LINES

Waterways and Terminals

(Continued from page 28)

which, of course, is a matter of concern to ocean shipping interests. Two Seatrain, each of 10,000 tons, are being constructed for the company at a cost of \$2,500,000. These new vessels will enter the New York run. Older ships, which have been operating in the New York-New Orleans service, will be put on the Cuban run, it was announced.

Port Traffic Increase

Traffic through the Port of Texas City, Tex., in 1938, totaled 12,760,572 tons, valued at \$132,497,905, a substantial increase over 1937, when it amounted to 10,781,522 tons, valued at \$116,019,130, according to the annual statement released recently by the Texas City Terminal Ry. Co.

Part of New Canal Open

The section of the Louisiana-Texas intracoastal waterway between Galveston and Freeport, Tex., has been completed and is now open to navigation, according to a notice issued by the district Army Engineer's office at Galveston.

**Rate Increases on Newsprint
and Pulp to Orient**

New rates involving increases of \$2 to \$3 on newsprint and woodpulp carried from the Pacific Coast to Oriental ports have been adopted by the Pacific West-bound Conference, effective on new bookings for loadings on or after May 6, as follows.

Newsprint paper and newsprint paper trim for pulping purposes, from terminal ports, \$16 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$16.50 to Shanghai; \$18 to Cebu, Iloilo; \$19 to Dalren, Taku Bar, Tsingtao, Saigon, Haiphong; \$19.50 to Chefoo; from Port Angeles to Shanghai to \$17 W.T. From Powell River \$17 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$17.50 to Shanghai; \$19.50 to Cebu, Iloilo; \$20 to Dalren, Taku Bar, Tsingtao, which is a temporary rate applying during suspension of direct service. Rates in this instance are to be automatically increased by \$1.50 per ton as soon as direct service is available. From Ocean Falls, \$18 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$18.50 to Shanghai.

Wrapping or kraft paper, not waxed, \$15 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$15.50 to Shanghai; \$17.50 to Cebu, Iloilo; \$18 to Dalren, Taku Bar, Tsingtao, Saigon, Haiphong; \$18.50 to Chefoo.

Woodpulp, in bales, bundles or rolls, measurement not over 50 cubic feet per 2000 lbs., \$13 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$13.50 to Shanghai; \$15.50 to Cebu, Iloilo; \$16 to Dalren, Taku Bar, Tsingtao, Saigon, Hongkong; \$16.50 to Chefoo; \$13.50 to Shimidzu, when shipped in minimum quantities of 500 tons from one port by one shipper or supplier.

Woodpulp in bales, bundles or rolls, measurement not over 50 cu. ft. per 2000 lbs., \$13.50 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$14 to Shanghai, Tsingtao, Saigon, Haiphong; \$17 to Chefoo; \$14 to Shimidzu, when shipped in minimum quantities of 500 tons from one port by one shipper or supplier.

Woodpulp, rayon in bales, bundles or rolls, measuring not over 50 cu. ft. per 2000 lbs., \$13.50 to Yokohama, Kobe, Osaka, Manila, Hongkong; \$14 to Shanghai; \$16 to Cebu, Iloilo; \$16 to Dalren, Taku Bar, Tsingtao, Saigon, Haiphong; \$17 to Chefoo; \$14 to Shimidzu, when shipped in minimum quantities of 500 tons from one port by one shipper or supplier.—Herr.

New Orleans Asks More Ship Service

Assertion that abandonment of coastwise service by Moore & McCormack and of intercoastal trade by the Gulf Pacific Line has resulted in the Port of New Orleans being undertonnaged, has been voiced by the New Orleans Traffic Bureau, which, in a resolution, asked that the United States Maritime Commission supply vessels from the laid-up fleet in the event of failure of lines still operating to expand sailings to meet demand for cargo space. It was pointed out that there already exists an embargo against standard compressed cotton from New Orleans to the North Atlantic.

(Continued on page 71)

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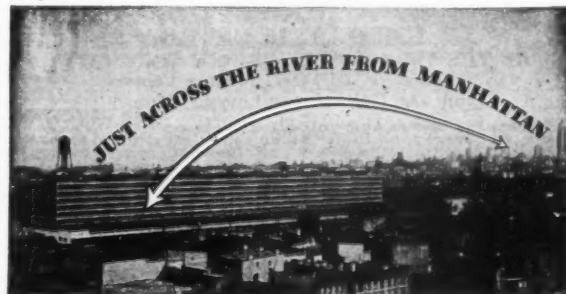
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See our announcement on page 1 of this issue



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MANAGERS SAY

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Waterways and Terminals

(Continued from page 68)

and the offering of a heavy movement will result in interior shippers being compelled to route their cotton via the Texas ports.

The bureau is composed of shippers and representative New Orleans commercial and shipping organizations.

Sales of Ships, Not Charters, Wanted

Offer of Atlantic & Great Lakes S.S. Co. for 4 of the ships offered for foreign trade routes will, perforce, be thrown out because the invitation was for purchase only, and therefore, any charter offers are not in conformance with the invitation and hence unacceptable. This carrier offered \$4,000 monthly for each vessel and proposed to operate them in the South Atlantic U. S. trade to West Coast of South America. It also offered to charter any 4 other ships the Commission might offer at 45 cents per cwt. While the Commission can accept neither of these offers, the possibility for such an operation still exists, because it is thought that the next offering of the agency will cover either purchase or charter.

No Title Oath Needed

Basil Harris, United States Commissioner of Customs, has announced that title oath and transfer of title, as provided in section 2 (F) of the Neutrality Act of 1939, is not required in connection with transportation by vessels on the Great Lakes between the United States and Canada, regardless of the flag of the carrying vessel, where such transportation concerns traffic whose ultimate destination is Canada. The new ruling is expected to considerably expedite handling of lake and rail shipments into Canada.

35,000 Tons Handled at Monroe After Opening as Port

With the completion of a \$285,000 harbor terminal at Monroe, Mich., on Lake Erie, a new major port has been added to the Great Lakes list. More than 35,000 tons of cargo was handled at the terminal from the opening of the current season on April 11 through May 1. Monroe was virtually abandoned as a port between 1910 and 1934. However, in 1930, Congressional approval was obtained for dredging the channel and harbor. Since 1934 the channel has been maintained at 24 ft. and the turning basin at 18 ft., but until this year there were no public loading facilities.

Motorship Julius H. Barnes Is Latest Replacement

Inland waterway transportation has steadily progressed both in types of units and methods of administration. Each year finds new additions to the number of vessels operating on the canals, replacing the obsolete barges and the tugs of inadequate power.

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A noteworthy addition among a number of motorships contemplated for canal use is the Julius H. Barnes, which was launched at Charleston in February. This vessel is of steel, twin-screw Diesel propelled, designed for the transportation of bulk cargoes such as sugar, sulphur, phosphate, soda, ore, iron and steel. She is all-welded construction, 300 ft. long, 42 ft. wide and 18 ft. deep, for use in carrying cargo from the

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Pool cars handled promptly. Motor Service.

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seaboard to and from the Great Lakes via the Erie Canal.

I.C.C. Approval Sought by New Barge Line

The I.C.C. is considering the application of the Pittsburgh Barge Line, Inc., for a certificate to operate as a common carrier on the Monongahela, Allegheny, Ohio, Kanawha and Mississippi Rivers. The incorporators of this new enterprise are: J. H. Hillman, Jr., president; R. I. Davis and A. M. Kennedy, vice-presidents; J. F. Woessner, secretary-treasurer; and T. W. Kirkpatrick, assistant secretary-treasurer. A. P. Meyers, executive vice-president of the Pittsburgh Coal & Iron Co., said that this concern made arrangements to secure motive power and a fleet of barges through the Hunter Steel Co., which now is constructing floating equipment for the Neville Transportation Co., headed by the same officers, which is a State carrier.

The company said its terminal ports would be at Fairmont, W. Va., on the Monongahela; Templeton, on the Allegheny; Charleston, W. Va., on the Kanawha; and Memphis, Tenn., on the Mississippi River. It believed there was a substantial demand by shippers for the movement of coal, coke, iron and steel.

Barge Sale Announced

The Hillman Barge & Construction Co. recently announced the sale of 3 steel barges to the Valley Camp Coal Co. of Cleveland, for the movement of coal on the Kanawha River. These barges, which are 175 ft. long, 26 ft. beam, and 11 ft. deep, will be placed on the ways at Brownsville and cut down to a uniform length of 100 ft.

Waterways Transportation, Inc., Charters 2 Boats

Waterways Transportation, Inc., Maj. Spencer A. Merrell, president, chartered from Igert, Inc., Paducah, the 2 Diesel towboats, Louis Igert, Jr., and Irvin S. Cobb. The boats will be used for towing between St. Louis and St. Paul.

Will Transport Sugar

The Green Bag Cement Co. sold a fleet of 3 steel cargo barges to the Waterways Transportation, Inc., St. Louis, for the transportation of sugar from New Orleans to points along the Mississippi River. They are 100 by 26 by 6½ ft.

Record Demand for Space

Freight bookings on the Great Lakes and St. Lawrence waterways system have been of record proportions, with some ship operators booking their entire ordinary tonnage for all of the 1940 season before navigation has gotten under way, according to advices from Montreal, Canada, a situation unparalleled in many years. Grain space has been booked for the whole of 1940 at the rate of 7 cents per bu., the maximum charge permitted by the Board of Grain Commissioners.

Windermere Absorbs Lake Shore

The Windermere Storage Co., Cleveland, Ohio, has taken over the assets of the Lake Shore Moving & Storage Co., also of Cleveland. The merged operations will be conducted under the name of Windermere Storage Co., it is stated.

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Pool Car Distributors—Low Ins. Rate
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RATES ON REQUEST

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Storage for Household Goods and General Merchandise. Eight Units Totaling 185,000 Sq. Ft. of Floor Space. Automatic Sprinkler. Office and Industrial Space to Lease. Pool Car Distribution.

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Pool Car Distribution.
Household Goods Storage.
Low Insurance.
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Truck Terminal

A.D.T. System
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Our service means satisfaction

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WAREHOUSING and DISTRIBUTION
FURNITURE CONSOLIDATORS
POOL-CAR and TRUCK

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High Point, N. C.

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Long Distance Moving — Pool Car Distribution
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Pres. Eugene Wachter

Sec. & Mgr., P. A. Wachter

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Union Storage & Transfer Company

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General Storage—Cold Storage—Household Goods
Established 1906

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AWA-NFWA-MNFWA

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BRANCH OFFICE
FACILITIES

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Pool Car Distribution—Motor Freight Terminal

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Merchandise, Household
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Free switching on all roads. Separate fireproof warehouses for household goods.
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Pool Cars
Inter-City Truck Depot



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Operating Own Delivery Equipment
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FRENCH & WINTER STS.

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Complete service for

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28,000 BUYERS of

Services — Supplies and Equipment

It Can Be Done

(Concluded from page 32)

I have cited the work of various state councils and associations now existing, to prove that it can be done. The letter received from the chairman of the organizing committee of the California Council, announcing that such a committee had been organized, is dated April, 1939. The fact that the state council now exists and new members are being added, and much beneficial publicity has been accorded the movement in various state transportation journals and newspapers, is evidence of the truth of the old adage "where there is a will, there is a way." In numerous published reports, the work of an individual or a small group of traffic managers has been made known. In their states, bills seeking recognition for traffic management will be presented to the next legislative assemblies.

In writing of the progress of the movement to obtain professional recognition for traffic management and the worthiness of the cause, it is most encouraging to find that well-known universities are offering courses in traffic management. Temple University of Philadelphia has obtained the services of Professor G. Lloyd Wilson for its course in traffic management and he is ably assisted by other educators who have also had practical experience. New York University has offered courses in traffic management and transportation, and students of this school are privileged to have as an instructor, Mr. Stocker, author and widely known traffic manager. The announcement that Dr. John H. Frederick is in charge of the instruction and preparation of courses in traffic management and transportation for the State University of Texas at Austin, is of interest. This famous university is now offering non-resident work in transportation, distribution and warehousing subjects. This is of importance to those who are not able to attend resident schools but who are desirous of obtaining instruction from recognized schools which grant credits for work taken by correspondence.

I have often been requested to state my views regarding the program of organization and education for traffic management. I, therefore, offer the following program: Since traffic managers in the states of Utah, Ohio, and Indiana have found that state institutes or councils can be of inestimable benefit to members of the profession, state institutes or councils should be organized in every state. As a program of education is necessary to elevate traffic management, the program of the Transportation Institute of Indiana presented in this article should likewise be adopted by all state councils. As a national institute is desirable, the calling of the national council is then in order and the program of Dr. G. Lloyd Wilson, first published in 1935, can be used as a basis for national organization.

It is suggested that instead of having national vice-presidents for the various rate making territories, the presidents of the state councils be assigned the duties originally intended for the regional vice-presidents. Since traffic managers in various states have proved that "where there is a will, there is a way," results have been obtained, the reports of state councils called in other states is most encouraging. Since the traffic managers of California now have a fully organized state council of the American Institute of Traffic Management, the foundation stone has been laid for a national organization. All that is now necessary is that members of various state groups, organized or to be organized, recognize the American Institute of Traffic Management, and, in the words of an old popular melody, advise the members of the California State Council, "California Here We Come." We are ready to join with you in bringing into realization the National Council of the American Institute of Traffic Management.

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 Distribution — Storage — Moving — Packing.
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Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

Factories on the Move

(Concluded from page 33)

story mechanical shops and other structures. Cost over \$200,000 with equipment.

Walla Walla Canning Co., Walla Walla, Wash., has let general contract for one-story fruit and vegetable processing and canning plant, 100 by 160 ft., at Kennewick, Wash. Cost over \$50,000 with equipment.

H. M. Thermo Control Co., 814 E. 108th St., Los Angeles, precision equipment and parts, plans one-story factory, 70 by 92 ft., with L-shaped extension. Cost close to \$40,000 with equipment.

Canada Dry Ginger Ale, Inc., 100 E. 42nd St., New York, has let general contract for one-story branch plant, 160 by 240 ft., at North Kansas City, Mo., for mechanical bottling, storage and distribution. Cost over \$125,000 with equipment.

Nuodex Products, Inc., 312 Division St., Elizabeth, N. J., driers for varnishes, lacquers, etc., has let general contract for one-story plant, 140 by 155 ft., near present works. Cost about \$130,000 with equipment.

Standard Mill Supply Co., Pawtucket, R. I., textile mill equipment and supplies, has leased one-story building at 502-14 W. 4th St., Charlotte, N. C., for factory branch, storage and distributing plant.

Sun Oil Co., 1608 Walnut St., Philadelphia, has plans for new bulk oil plant at Lake and Wallbridge Roads, Erie, Pa., including one-story building, with steel tanks, pumping unit and auxiliary equipment. Cost close to \$65,000. District office, Grant Bldg., Pittsburgh, will be in charge.

International Harvester Co., 180 North Michigan Ave., Chicago, has plans maturing for new 1-story branch plant at Dallas, Tex., where tract of land was recently acquired, consisting of a main 1-story unit and smaller adjoining buildings. Work is scheduled to begin early in Spring. Cost about \$150,000 with equipment.

Badenhausen Corp., which recently completed a \$300,000 addition to its main plant, has acquired an additional tract of 7 acres on the New York division of the Pennsylvania Railroad, at Eddington, Pa. The concern manufactures high pressure steam generators.—Lansing.

Procter & Gamble Co. will start work soon on a soap producing plant at Dallas, Texas.

Dillner, Pittsburgh, Expands

The W. J. Dillner Transfer & Storage Co., Pittsburgh, Pa., has taken over a 4-story building at 2748 W. Liberty Ave., South Hills section of Pittsburgh, to be used exclusively for the storage of furniture, rugs, etc. The structure consists of about 600,000 cu. ft. of space, most of it divided into separate rooms ranging from 500 to 1,200 cu. ft. in dimensions. The new building is under the personal management of William J. Dillner.

These storage facilities will be operated in conjunction with the Dillner transfer business, which will continue to maintain headquarters at 601 Melwood Street, located in the East End of the city.

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Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon
Our Personal Supervision assures you prompt and proper service.

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Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

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500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSE-
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Efficiently
Handled
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TRAFFIC
MANAGERS SAY

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Thoroughly Modern Facilities—Customs Bonded

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Storage, moving and distribution of household goods and merchandise

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accommodations are provided for household goods.

DIRECT RAIL CONNECTIONS with the Pennsylvania Railroad and the Reading Company. Completely equipped pool car departments.

NEAR BIG PIERS. Exceptional facilities for the handling of water-borne shipments for import or export.

MOTOR TRUCK SERVICE. We operate our own large fleet of motor trucks, making "store door" deliveries throughout the Philadelphia trading area, and can provide "next morning" deliveries anywhere within the area shown on map above.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY

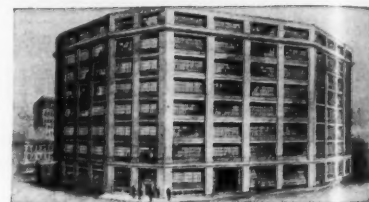
DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by **DISTRIBUTION SERVICE, Inc.**

100 Broad St., NEW YORK CITY 219 E. North Water St., CHICAGO 625 Third St., SAN FRANCISCO
Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



PHILADELPHIA, PA.

22 Modern Warehouses

CENTRALLY LOCATED in all leading business sections... close to piers... direct connections with all R.R.'s... and our own fleet of 22 modern transports.

OVER 1,000,000 Sq. Ft. of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

SHIPPING to and from all eastern markets and world ports.

WRITE for particulars regarding many valuable services offered.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia
WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terresforte, 250 Park Ave. Tel., Plaza 3-1235
CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

The Parade of New Products

(Continued from page 34)

Tex., plans one-story addition and modernization and improvements in present plant. Cost over \$45,000 with traveling ovens, conveyors and other equipment.

Shellmar Products Co., Mount Vernon, Ohio, cellophane products, plans one-store addition to converting plant, 100 by 225 ft. Cost close to \$80,000 with machinery. Main offices are at 224 So. Michigan Ave., Chicago.

William Powell Co., 2325 Spring Grove Ave., Cincinnati, valves and other engineering specialties, has let general contract for 2-story top addition to present 3-story plant, 70 by 120 ft. Cost close to \$70,000 with equipment.

Indiana Farms Canning Corp., W. B. Hauger, president, Indianapolis, care of Vernon C. Bower, 1709 Madison Ave., engineer, plans new one and 2-story food products canning plant, 248 by 300 ft., near city, including boiler house and other auxiliary buildings. Cost close to \$100,000 with equipment.

Tobin Packing Co., Fort Dodge, Ia., meat packer, has let general contract for 2-story and basement addition, 45 by 70 ft. Cost about \$40,000 with equipment.

Eclipse Moulded Products Co., Milwaukee, plastic manufacturer, has increased its capitalization by \$50,000 for expansion. Company has purchased 2-story plant at 5151 N. 32nd St., and will modernize and install new machinery.

Tennessee-Eastman Corp., Kingsport, Tenn., acetate

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

rayon products, has approved plans for 1-story addition to mill, completion scheduled in Fall.

International Nickel Co., 67 Wall St., New York, plans expansion and improvements in branch plant at Huntington, W. Va., including new furnace unit for normalizing service, plating tanks, cranes, conveyors and other mechanical equipment.

St. Regis Paper Co., 230 Park Ave., New York, has let general contract for 2-story addition to mill at Deeriet, N. Y.

R. H. Macy & Co., Broadway & 34th St., New York, department store, has leased 3 and 5-story buildings at 184-10 Jamaica Ave., Jamaica, L. I., about 106,000 sq. ft. of floorspace, for new plant for manufacture, packaging storage and distribution of food products, drugs, cosmetics and applied specialties. New automatic machinery and processing equipment will be installed, with conveyors, loaders and other mechanical-handling facilities.

Freihofer Baking Co., 27th St. & Indiana Ave., Philadelphia, has let contract for new 1-story baking plant.

Buffalo Niagara Electric Corp., Electric Building, Buffalo, N. Y., plans 1-story equipment storage and distributing building, with service and garage unit, shops, laboratory addition and other structures.

Monsanto Chemical Co., 1700 So. 2nd St., St. Louis, has let contract for 1-story addition for storage and distribution.

Blanton Co., 318 So. 2nd St., St. Louis, food products, has let contract for new plant. Cost about \$400,000, with processing machinery, mechanical-handling and other equipment.

Curtis-Wright Corp., 30 Rockefeller Plaza, New York, has let contract for 1-story addition to airplane propeller works, Neville Island, Pittsburgh, acquired a few months ago.

American Can Co., 230 Park Ave., New York, plans 1-story addition to branch plant at Portland, Me.

Allegheny Ludlum Steel Corp., Oliver Bldg., Pittsburgh, will begin work soon on 2 additions to branch

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

W
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I
T
E

In the Heart
of Pittsburgh's
Jobbing District

TWO WAREHOUSES
17th AND PIKE STS.
13th AND PIKE STS.

A Quarter of a Million Square
Feet of Space at Your Disposal.

COMPLETE TRUCKING
FACILITIES.

POOL CAR DISTRIBUTION

P. R. R. SIDING

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of

WHITE MOTOR EXPRESS CO.

100% Mack Equipment Established 1918

TERMINAL CO.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings
Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping
80-90 Dudley St.Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.



GENERAL MERCHANDISE—H.H.C. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 13c. per \$100.00 Household goods shipments
per annum collected. Prompt remittance
made.Pool Cars distributed.
MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

*"Good housekeeping, accurate records,
Personal Service"*Located in the center of the Jobbing &
Wholesale DistrictSprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per Annum

Distribution a Specialty.

Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler.

MEMPHIS, TENN.

H. K. HOUSTON, Pres.

B. T. GRILLS, Gen. Mgr.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1

Warehouse No. 2

137 E. Calhoun Ave.

138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mdes.)—Pool Car Distribution—Local delivery service—Office Space.
In the heart of the wholesale district and convenient to Rail, Truck and express
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Railroad switch-
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.plant at Dunkirk, N. Y., each 1-story, for expansion in
wire division and for annealing.Lance, Inc., 130 South Blvd., Charlotte, N. C., food
packer, has let contract for 3-story addition.Central Wisconsin Canneries Inc., Beaver Dam, Wis.,
has let general contract for 1-story addition for stor-
age and distribution.V-O Milling Co., 1542 Calada St., Los Angeles, plans
1-story addition to flour mill, with elevating, conveying
and other mechanical-handling equipment; work to be-
gin early in Summer.Pepsi-Cola Bottling Co., 1738 E. 30th St., Cleveland,
Ohio, has plans for 1-story mechanical-bottling plant,
with storage and distributing facilities.Industrial Rayon Corp., West 98th St. & Walford
Ave., Cleveland, plans expansion at branch mill near
Painesville, Ohio, to increase present output about 50
per cent. Cost close to \$4,000,000 with machinery.

United, Memphis, Leases

United Warehouse and Storage Co., Memphis, Tenn.,
has leased one entire floor of the building at 723 Vance
Ave., owned by Oliver-Finnie Co. The floor contains
20,000 sq. ft. of space.—Grissam.

Federal Motorship

For the 9th successive year, the Federal Motorship
Corp. is resuming its regular service between Chicago,
Milwaukee and other Lake Michigan ports and east-
ern seaboard ports via the Great Lakes, New York
Barge Canal and Hudson River. Don. M. Strathearn,
manager of the western district, announced that sail-
ings will be at 10-day intervals. The Federal Motor-
ship Corp. has moved its Chicago office to 307 North
Michigan Ave.

Sandusky Port Traffic

Freight traffic for the Port of Sandusky, Ohio, was
the third best on record during 1939. Official statis-
tics reveal harbor traffic for that port reaching 8,802-
052 tons, of which 7,642,318 tons were bituminous coal
moving to other American lake ports. The top year
for the port was 1929, with 10,097,515 tons of freight,
followed by 1936 with 9,843,911 tons.

Wool Free Delivery

The Maritime Commission in docket 566 has found
justified schedules, filed by various coastwise steam-
ship lines, eliminating free delivery to certain ware-
houses at railroad sidings within the switching limits,
of Boston on wool and mohair moving from Texas ports
and New Orleans, also to railroad terminals served by
railroad sidings within the switching limits, except
where the rates of connecting lines include transfers
from piers on traffic moving beyond those limits.The amended schedules were published to become
effective Jan. 31, but were ordered suspended on protest
of the Boston Wool Trade Assn. The suspension pro-
ceedings were held jointly with the I.C.C., which had
suspended similar tariff provisions subject to its juris-
diction. The report outlines the rate history on wool
and mohair, states that free delivery at Boston had
been accorded by the carriers because of railroad com-
petition, that the proposed elimination would place
all North Atlantic ports on a parity, and that those
consignees not now accorded free delivery would be on
a parity with those who had been receiving the privi-
lege. The Commission held that the suspended sched-
ules had been justified and vacated the order of sus-
pension as of May 31.

NASHVILLE, TENN. 124 FIRST AVE. N.

BOND, CHADWELL CO.MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distri-
bution—Private Siding

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

Armstrong Transfer & Storage Co., Inc.

First and Pierce Sts.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and
Distributing Company.
Member Southwestern Warehouse & Transfermen's Association—
American Chain of Warehouses

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

CORPUS CHRISTI, TEXAS

Corpus Christi Warehouse and Storage Co.

P. O. Box 1976

Corpus Christi, Texas

Located on the Navigation District

Complete staff of experienced Merchandise Warehousemen.

Modern facilities for the handling and storing of Merchandise. Lowest insurance
rates in Corpus Christi.Consolidate pool cars for inland points such as, San Antonio, Laredo and Rio
Grande Valley Points.

DALLAS, TEXAS

In Dallas It's Binyon-O'KeefeWith three warehouses having a total of 180,000 square feet of floor space; with our
private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas,
Binyon-O'Keefe is best prepared to serve you.For 60
Years**BINYON-O'KEEFE**
Fireproof Storage Co.For 60
YearsDallas
Associated with Distribution Service, Inc.**TRAFFIC
MANAGERS SAY**

"We feel that Traffic Managers and Executives
over the entire country owe D and W and its Editor
an everlasting debt of gratitude for sponsoring the
movement for the legalization and professionalization of
Traffic Management. In sponsoring this movement and
creating an interest that will carry it through to completion
on a national basis, D and W has performed a service to
its readers and to the whole business world that is of inestima-
ble value. Another great service performed by D and W in
sponsoring this movement is in making the business executive
TRAFFIC CONSCIOUS."

DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof

Construction—

Office, Display,

Manufacturers,

and

Warehouse Space

Operators of the

Lone Star Package Car

Company (Dallas and Fort

Worth Divisions)

H. & N. T. Motor Freight Line

Agents for Allied Van Lines, Inc.

MEMBERS A.W.A., N.F.W.A., American Chain of Warehouses

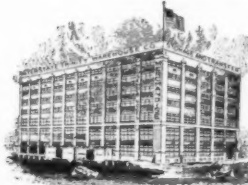
Southwest Warehouse & Transfermen's Assn. Rotary Club



DALLAS, TEXAS

**INTERSTATE-TRINITY
WAREHOUSE COMPANY**

301 North Market Street, Dallas

Merchandise Storage and
DistributionHousehold Goods Storage,
Moving & Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy

DALLAS, TEXAS

SPECIALIZINGMERCHANDISE STORAGE
POOL-CAR DISTRIBUTIONSERVING THE GREAT
SOUTHWEST AREAEVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT**KOON-McNATT STORAGE & TRANSFER CO.**

911 MARION ST.

CONTRACT OPERATORS
FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING
& DISTRIBUTING COMPANYOver 10,000,000 Pounds of Freight
Handled Monthly for Dallas
Shippers

DALLAS, TEXAS

A Complete Merchandise Warehouse Service
COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS**MAAS-MORGAN WAREHOUSE, INC.**

Houston Street at McKinney Avenue.

703 McKinney Avenue, Dallas, Texas.

1917 North Houston Street.

The business address of a number of the largest manufacturers in the world. A
splendid modern plant. A strategic distribution center. A highly specialized
organization placing at your command the finest SERVICE that skill and willing-
ness can offer.

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space

Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
AIR CONDITIONED OFFICE AND WAREHOUSE SPACE
Low Insurance Rate Efficient Service
COOLER ROOM SPACE
Warehouse also in Ft. Worth

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.
1601 Magoffin Ave. El Paso, Texas
Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.



EL PASO, TEXAS

Security Fireproof Storage Co.
224 No. Campbell St.

Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited



FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth
Associated with Distribution Service, Inc.

For 60
Years



FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
MERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
AND
JOHNSON MOTOR LINE
801 W. VICKERY BLVD. FT. WORTH, TEXAS

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution

O. K. Warehouse Co., Inc.
255 W. 15th St., Fort Worth, Tex.



FORT WORTH, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
OFFICE AND DISPLAY SPACE
Low Insurance Rate Efficient Service
A MODERN WAREHOUSING PLANT
Members AWA—SWA Warehouse also in Dallas



HARLINGEN, TEXAS

Specialists In

**General Merchandise Storage —
Forwarding — Pool Car Distribution**

Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Pac. R.R.'s. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Export handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY
General Offices: 1500 Tiger St., Corpus Christi

HOUSTON, TEXAS

**BINYON-STRICKLAND
WAREHOUSES, INC.**

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.
Commerce and San Jacinto Houston, Texas

Represented by **ALLIED DISTRIBUTION INC.** CHICAGO
NEW YORK 11 WEST 42ND ST. NEW YORK 6-0966 1335 NEWBERRY AVE. MON. 33M

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded
Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone Plaza 3-1235

Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage
Pool Car Distribution

Shipside and Uptown Warehouses
Operators—Houston Division
Lone Star Package Car Co.



1302 Nance St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.
State and Local Assn.

HOUSTON, TEXAS

In the Heart of the Business District, Use

QUICK SERVICE WAREHOUSE COMPANY
102 SAN JACINTO STREET AND 2410 COMMERCE STREET

Fireproof Construction — S & 9¢ Insurance Rate
Merchandise Storage — Cold Storage & Cooler Vaults
U. S. Custom Bonded — Packing Rooms
Pool Car Distribution
MOP SIDINGS

HOUSTON, TEXAS

T. P. C. Storage & Transfer Company, Inc.
Commercial Storage

OFFICE SPACE PARKING SPACE
MANUFACTURERS AGENTS
POOL CAR DISTRIBUTION

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-eight Years
Under Same Continuous Management

MERCHANDISE EXCLUSIVELY
Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

HOUSTON, TEXAS

Agent for Allied Van Lines, Inc.

UNION Transfer & Storage Co.

1113 Vine St. P.O. Box 305

Forwarding and Distributing

MERCHANDISE STORAGE

Warehouse Sprinklered Throughout
Supervised by A.D.T. Service.
SERVICE THAT COUNTS



Southwest Group Selects Dallas for October Convention

At the close of a most successful 3-day convention, held in Austin, the Southwest Warehouse and Transfermen's Assn. decided to hold the next semi-annual convention in October at Dallas.

Business conditions could be better, according to reports, but most departments in the various warehouses are doing fairly well. The real problem is the increase of doing business. According to the report of Chester Bradley, there is every indication that business will remain as good as it was in 1939, and, perhaps, as much as 5 per cent better for the balance of the year.

Senator J. Manley Head keynoted his address on "Trade Barriers and Their Effect on Warehousing" with the statement that "We must stop thinking in terms of our own particular sphere." He pointed out that no State is self-contained and that if States are to live together, they must cease the practice of building walls at their borders to keep out the products of other States on the pretense of helping home industry. Such actions do not help home industry, he stated, because the other State can pass laws just as well. Senator Head pointed to progress in cutting down State barriers, indicating that only 2 laws were passed by the several legislatures that met last year which could be termed trade barriers. On the other hand, several of these legislatures repealed trade barrier laws.

Col. Homer Garrison, Jr., Director of the Department of Public Safety, told the convention of the work being done to secure reciprocity pacts with surrounding States. Reciprocity for irregular route carriers is now a reality between Texas and Louisiana.

Dr. Ruth Allen, Assistant Professor of Economics, University of Texas, pointed out that in a survey of the purchasing power of the Southwest, it was shown that the per capita income of that region is lower than the average for the United States. The argument advanced that those in the South do not need as large a per capita income as those in the North because of the difference in living costs, will not stand up, said Dr. Allen, because the survey shows that the average difference in cost between the North and South was only \$13. That was considered as practically no difference at all.

G. K. Weathered, general president of the American Warehousemen's Assn., stressed the good that can come from cooperation with the local, state and national associations.

Dr. John H. Frederick, Professor of Transportation and Industry, School of Business Administration, University of Texas, in an illustrated talk, pointed to a number of changes which have taken place in the field of distribution which will make for greater use of public merchandise warehouses.

Dr. Frederick, at the outset of his address, called attention to the fact that the value and success of the warehousing industry used to rest mostly on the spread between the carload and less-carload rates, but that present trends entering into the ever-increasing search for a formula to reduce the cost of distribution from manufacturer or producer to the ultimate consumer were bringing about drastic changes in the methods employed to distribute commodities. These new changes in methods of distribution were opening up new avenues through which warehousemen could secure new business.

Delaware Port Traffic Grows

Delaware River ports handled 37,500,000 cargo tons of import, export and domestic commerce last year, as disclosed in the 64th annual report of the Philadelphia Maritime Exchange, presented in April to the annual membership meeting of the exchange in the Bourse,

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution
— U. S. Customs Bonded —
— Office Space —

New York Representatives:
DISTRIBUTION SERVICE, INC.
100 Broad Street

Chicago Representatives:
DISTRIBUTION SERVICE, INC.
219 E. North Water St.

Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER

Transfer and Storage Co., Inc.

OVER 50 YEARS IN HOUSTON

Fireproof Warehouse

Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—30 car lengths of truckage.

Agent for Allied Van Lines, Inc.

Members N. F. W. A.
State and Local Assn.

SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street

MERCHANDISE EXCLUSIVELY

Pool Car Distribution—Complete Service
Distribution—Storage—Drayage
Inquiries Solicited

SAN ANTONIO, TEXAS

Merchandise

MERCHANTS

Household Goods

TRANSFER & STORAGE CO.

Complete Storage and Distribution Service

over 50 years of satisfactory service

Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

BONDED

FIREPROOF

POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE

Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD MERCHANDISE
COLD STORAGE CARTAGE

DISTRIBUTION

INSURANCE RATE 10c

Members of 4 Leading Associations

SAN ANTONIO, TEXAS

MEMBER



SOUTHERN TRANSFER & STORAGE CO.

Specialists in Merchandise Distribution
FIREPROOF BONDED STORAGE

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a gain of 3,298,000 tons over 1938. This is the second highest tonnage record ever established in the history of the Delaware River commerce; the banner all-time year being 1937, when 38,940,292 cargo tons were handled over Delaware River piers.

However, the 1939 record is regarded in local port circles as quite significant, in view of the fact that for the last quarter of the year, as the result of the war in Europe, trade with Germany had entirely disappeared from the Delaware River, while such other important markets as Poland and Czechoslovakia were also closed for the same cause.

Philadelphia trade with Germany, alone, according to the Maritime Exchange report, prior to the outbreak of the war, was valued at about \$300,000 per month. Last year's tonnage figures revealed in the report showed nothing in the shape of truly war material or supplies moving via Philadelphia, unless a large movement of grain close to 2,000,000 bu. exported between September and the close of the year may be regarded as food supply orders incident to the war.

A summary of 1939 commerce of Delaware River ports compared with 1938 is shown in the report as follows:

	1939	1938
Imports	4,600,000	4,155,000
Exports	1,600,000	1,214,000
Total foreign	6,200,000	5,374,000
Domestic receipts and shipments	31,300,000	28,828,000
Grand total	37,500,000	34,202,000

In reviewing port affairs for 1939, the report registers the commencement of work, last October, on the 40-ft. Delaware River channel as the most important event of the year.

**Columbia Storage, Phila.,
Low U. S. Moving Bidder**

The Columbia Storage Co., Philadelphia, was the lowest of 5 bidders on one of the largest spring moving jobs in Philadelphia's recent history, that of transferring the equipment for the U. S. Courts, clerks, U. S. marshal's and U. S. attorneys' offices to the new Federal building at Market and 9th Streets. Columbia's bid was \$4,123.—*Lansing.*

Editor's Note: What the other 4 companies bid is not known, but it would be interesting to know, in lieu of government regulations as to rates, etc., to what extent consideration was given these 4 companies in point of their calibre, ability to serve, etc.

**Phila. Port Shipments
Establish a Record**

Shipments from the Port of Philadelphia during the first 4 mos. of 1940 have been the heaviest in its history, according to Edwin R. Cox, Director of Wharves, Docks and Ferries.

"Shipments of grain have been tremendous," said Mr. Cox. "This was brought about largely because the St. Lawrence River has been choked with ice. While we have no definite figures as to war materials, it can safely be said that the war abroad has stimulated transatlantic and intercoastal business from this port. In addition, our South American business has boomed considerably."—*Lansing.*

**Luckenbach Freighters
in Foreign Service**

The freighters Lewis Luckenbach and Andrea F. Luckenbach of the Luckenbach Line, have been taken on 6-mo. charters for foreign service. Diversion of the Lewis Luckenbach, holder of the record for the largest lumber cargo in intercoastal service (500,000 board feet), has spurred West Coast shipping interests to renewed effort to halt the sale and charter of American ships to foreign interests to the detriment of United States intercoastal service.—*Herr.*

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"I would like to state also, that your D and W magazine has been very instrumental in our organization here, and a great many of its ideas have been used when some of your articles were used at our meetings. Keep on pushing the cause and if there is any way we of the Missouri Society of Industrial Traffic Managers can influence other Traffic Managers in the Country through the medium of your publication, do not hesitate to let us know."

**Future Is Bright if Students
Will Work**

At a recent 3-day clinic held at the University of Rochester, on "New Frontiers in American Life," 4 students and members of the faculty briskly asked questions of 7 experts from the business and journalistic worlds, and an encouraging picture was gradually painted for college graduates—provided they had no objections to soiling their hands.

Clarence Francis, president of the General Foods Corp., said there was a greater percentage of college men in his business than ever before, and that if they could stand the effort of being "prune peddlers," who load trucks and wash windows, opportunities were wide open.

John J. Pelley, president of the Association of American Railroads, told some 400 students assembled that, as could be seen from a roster of railroad executives, the college man had made good in the industry, and should continue to do so. "He has certain natural advantages," he said, "and if he works, always preparing himself for the next job, he should go ahead faster than the others."

Others participating in the discussion, which was held in Todd Union of the men's college, were Dr. Alen Valentine, president of the university, who organ-

ized the clinic; Frederick E. Williamson, president of the N. Y. Central R. R. system; M. M. Boring, technical personnel director, General Electric Co.; L. R. Blanchard, managing editor of "The Rochester Times Union"; Arthur G. Hoadley, president of the Middle Western Division of the Great Atlantic and Pacific Tea Co.; Eric Hodgins, publisher of "Fortune" magazine, and James M. Spinning, superintendent of Rochester Schools, who was chairman.

The 400 students who were present applauded loudly when they received helpful tips about jobs, and left commenting: "They got down to the kind of thing we wanted to know about."

Buffalo Mdse. Whse. Takes Over Freight Terminal

Effective April 1, Buffalo Merchandise Warehouses, Inc., took over operation of warehouses formerly occupied and operated by the Buffalo Freight Terminal & Warehouse Co.

The general offices of the Buffalo Merchandise Warehouses, Inc., are located at 1200 Niagara St., and James J. Fulcher, who had been with the Buffalo Freight Terminal for 21 yrs., is manager of the new company, which is also associated with the Interlake Terminals, Inc.

Urge Support of Smith Bill—H.R. 8813

Members of the Association of Refrigerated Warehouses have been asked by W. M. O'Keefe, executive secretary, to support the Smith Bill—H. R. 8813, attacking the Wagner National Labor Relations Act, and amending the Act to conform more nearly with business requirements.

The amendments to the Act proposed in this bill are far-reaching. They would prevent many of the tyrannies of the present law. They do not include some of the changes widely supported by business men, but they have the great advantage of proposing divorce of the Labor Relations Board from the powers of investigation and prosecution used by the present Board, require observance of the rules of evidence, and protect employers in the proper exercise of free speech. There are also a number of other changes in the direction of fairness to both employers and employees.

Terminal Protest Joined by Boston

Boston joined with Norfolk, Philadelphia and other localities in protesting to the Maritime Commission against awarding of the Norfolk terminal to a single company for operation.

Walter W. McCoubrey, commerce assistant, Boston Port Authority, presented the matter to the Maritime Commission, following similar protests by Senator Byrd and Chairman Bland, of the House Merchant Marine Committee, who were accompanied by a delegation from Norfolk.

"We are advised that you have recently received bids for the operation of the Maritime Commission terminal at Norfolk, Va., commonly known as the Norfolk Army Base, and that one of the bidders is Transport Trading & Terminal Corp., wholly owned subsidiary of the American-Hawaiian Steamship Co., said Mr. McCoubrey.

"We wish to direct your attention to the fact that American-Hawaiian Line, large intercoastal carrier, serves practically all the North-Atlantic ports and that these ports are engaged in active competition for the handling of inter-coastal traffic moving to and from interior points. The total of the line-haul ocean freight rate, plus terminal charges for such services as loading, storage, wharfage, and other items is determinative of the port which will be favored with the traffic.

"We ask you to give full consideration to the question of public interest and port competition in making the award for operation of the Norfolk terminal. It has been our experience that the Maritime Commission's terminals (Army Bases) at Boston, Philadelphia and Norfolk are a very im-

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TRAFFIC MANAGERS SAY

"It is very gratifying to Traffic Men generally and our group in particular that you have opened the pages of your excellent publication to much needed publicity. The professionalization of Traffic Management is a cause worthy of the best efforts of all who understand the need of industry in marketing their products to meet the ever-changing conditions of competition."

important factor in the port competitive relationship of these ports and so are definitely opposed to the granting of control of operation of any of these larger terminals, either directly or indirectly, to any one steamship line. We respectfully ask your full consideration to our contentions in making the award."

The bids received by the Maritime Commission were from Transport Trading & Terminal Corp., New York City, and Norfolk Tidewater Terminals, Inc., Norfolk.

Transport Trading & Terminal Corp. offered an annual rental of 31 per cent of the gross revenue, but with a minimum guarantee of not less than \$125,000 per annum; also that it would pay a rental of \$2.50 per hour for the use of any of the terminal cranes.

Norfolk Tidewater Terminals offered an annual rental of 26 per cent of the gross revenue, with a minimum guarantee of \$125,000 and a rental fee of \$2.50 per hour for any terminal cranes used; also made an alternate bid of 26 per cent of the gross revenue with \$125,000 minimum guarantee, plus 5 per cent of the first \$25,000 over \$100,000 gross revenue, 10 per cent for the second \$25,000, 15 per cent for the third \$25,000, 25 per cent for the fourth \$25,000 and 40 per cent on all gross revenue over \$200,000.

On May 10, the Commission announced the lease of its Norfolk terminal to the Transport Trading and Terminal Corp.

Canadian Shipbuilding Booms

As a result of the war, shipbuilding on the Pacific Coast of Canada has been given the greatest stimulus in 20 yrs., it is reported. The Canadian War Supply Board has placed orders for numerous submarine chasers and minesweepers, with contracts to date totaling \$16,000,000.

Transcontinental Trainload Rate Advocated

In the present frantic search for space in the inter-coastal steamship route, Pacific Coast shippers and manufacturers have directed their attention suddenly to the possibility that American railroads could properly initiate a transcontinental *trainload* rate in the present commercial emergency.

The fact which has intrigued shippers periodically is the possibility that with lower operating and overhead costs the railroads could designate a very low trainload rate. There is even some belief that the Interstate Commerce Commission has established a precedent by authorizing a trainload rate on blackstrap molasses, with a minimum weight of 1,800 tons from New Orleans and Gulfport to Peoria and Pekin.

Inasmuch as there is no provision in any transportation law or ruling of any regulatory body which confines the railroad's unit of transportation to one piece, one package, one item, or a single carload, it is generally orthodox opinion in railroad circles that the approval for a trainload rate on molasses was a departure from the usual method of rate making.

The revival of inland waterway transportation, the rise of the trucking industry and the construction of pipe lines has changed established principles of rate making, so that rail carriers find themselves in the position of competing with water carriers who have perfect freedom to make contract rates for a full cargo and with motor truck transportation, with a variety of methods deviating from carload rates.

Within the past several weeks there have been persistent rumors to the effect that Eastern rail lines will announce trainload rates on grain between Buffalo and Atlantic seaboard ports for export.

It has been generally conceded that the railroads could profitably offer a distinct and lower rate structure for commodities which could move in full trainload lots, and that the lower rates would be justified on the known savings in operating costs.

In operation, the functioning of a trainload movement, has been compared to an "overland steamship," in which the usual switching and assembly charges on a normal freight shipment, are absent. Railroad men visualize the movement of freight in trainload lots as a tremendous step forward in transportation, with a consequent saving in production costs.

A review of commodities which normally move from Southern California and which could probably be shipped economically by rail if trainload rates were approved, include borax, which could move to Atlantic export points; fuel oil, gasoline, asphalt and lubricating oil; with citrus fruits and vegetables. Of equal importance is the possibility that lumber and other building materials could move into Los Angeles in trainload lots. Industrial leaders of Los Angeles have frequently commented on the advantages of a cheaper supply of coke which might come with a trainload rate on that commodity.

Despite the fixed-opinion objections which come with any new departure in railroad operation, many observers believe there is little difference in principle in establishing a trainload rate on freight, than in granting trainload special passenger rates for conventions. —Brouters.

INDEX TO GENERAL ADVERTISERS

A	
American District Telegraph Co.	Back Cover
C	
Canvas Specialty Co., Inc.	40
Chevrolet Motor Division GMC	7
D	
Darnell Corp., Ltd.	39
F	
Federal Motorship Corp.	27
Ford Motor Co.	Second Cover
Fruehauf Trailer Co.	4
Fulton Bag & Cotton Mills.	40
G	
Gerstenslager Co.	39
I	
International Harvester Co., Inc.	3
L	
Lackawanna Warehouse Co., Inc.	1
Lansing Co.	42
Louisville Bedding Co., Inc.	40
M	
Mack Trucks, Inc.	Third Cover
McAlpin Hotel	3
N	
New Haven Quilt & Pad Co.	41
Nutting Truck Co.	42
R	
Reliable Machine Works, Inc.	41
S	
Self-Lifting Piano Truck Co.	43
Southern Steamship Co.	27
Standard Pressed Steel Co.	43
Stouffer, H. G.	27
W	
Wiggins Co., John B.	3